



# 3Q 2007 RESULTS

7 November 2007

# Performance Overview - YTD Sept 2007

## Financial Highlights

- Group revenue YTD Sept 2007 grew 9.3% Y on Y to RM13.11 billion
- EBITDA improved 6.5% from RM5.50 billion to RM5.86 billion
- EBITDA margin of 44.7% and Return on Equity for YTD Sept 2007 of 12.7% (annualised)
- PATAMI increased to RM1.96 billion as compared to RM1.48 billion in YTD Sept 2006

## Operating Highlights

- Regional mobile customers base grew by 34.7% Y o Y to 35.7 million from 26.5 million in YTD Sept 2006
- Broadband customers recorded strong net adds growth of 60.7% Y on Y to 1.2 million customers
- Fixed line customers continued to remain stable at 4.4 million

## Developments

- Announced proposed demerger of the mobile and fixed line business in line with our Performance Improvement Program in creating a domestic broadband champion and a regional mobile champion
- Proposed High Speed Broadband (HSBB) Project partnership with government via a Public Private partnership agreement
- Capital Management Initiatives - Sale and Leaseback transaction on track

# Agenda

**Group Performance**

**Malaysia Business**

**Celcom**

**International Operations**

**Outlook**

# Group Financial Highlights

(In RM million, except ratios and customer numbers)

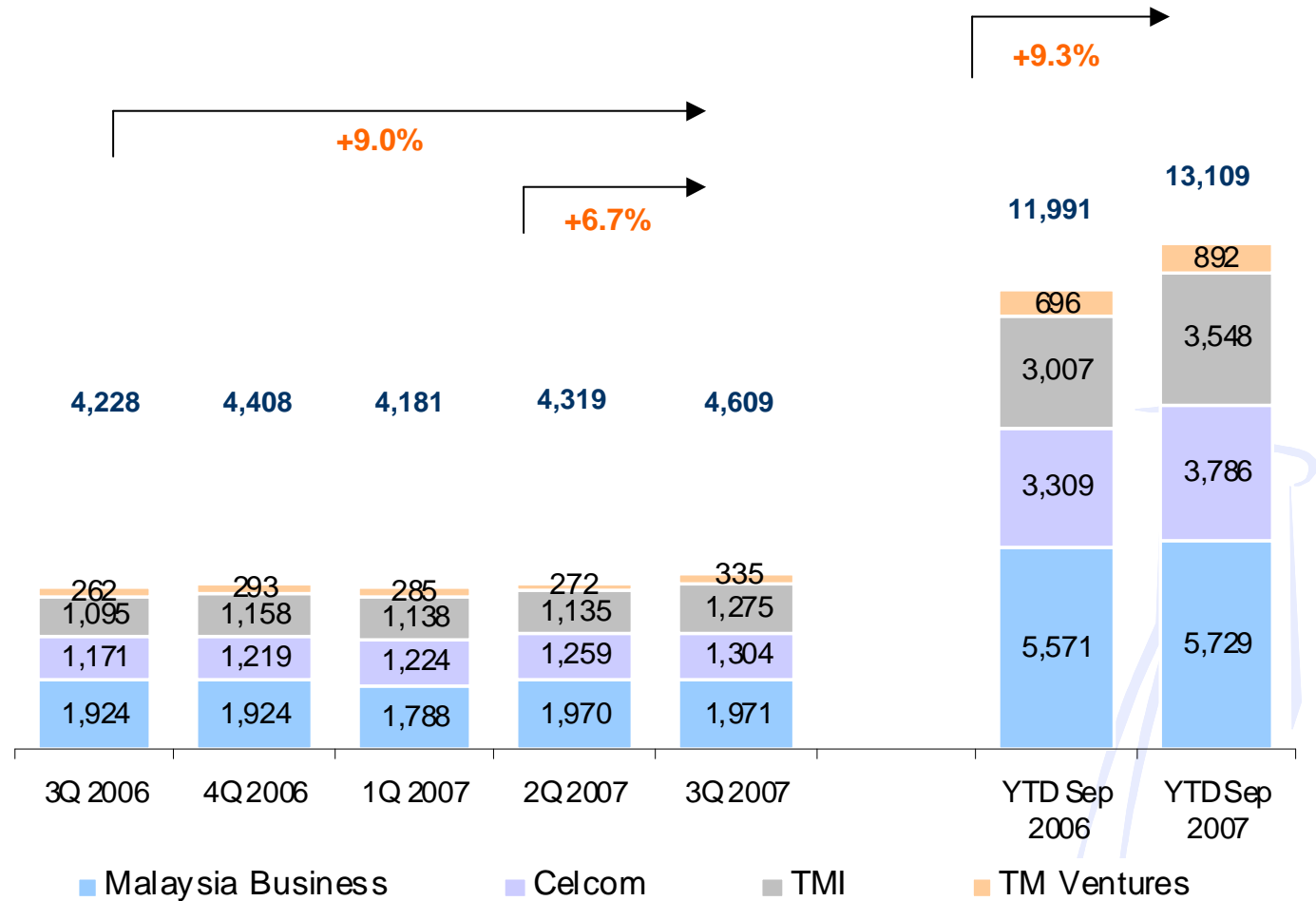
	3Q07	2Q07	Q on Q	3Q06	Y on Y	YTD SEP 07	YTD SEP 06	Y on Y
Revenue	4,609	4,319	+6.7%	4,228	+9.0%	13,109	11,991	+9.3%
EBITDA	1,838	1,979	-7.1%	1,877	-2.1%	5,855	5,498	+6.5%
EBITDA (%)	39.9%	45.8%	-5.9pp	44.4%	-4.5pp	44.7%	45.8%	-1.1pp
EBITDA <sup>^</sup>	1,911	1,820	+5.0%	1,888	+1.2%	5,670	5,327	+6.4%
EBITDA (%) <sup>^</sup>	41.5%	42.1%	-0.7pp	44.7%	-3.3pp	43.3%	44.4%	-1.1pp
PBT	693	886	-21.8%	730	-5.1%	2,425	2,262	+7.2%
PATAMI	659	701	-6.0%	479	+37.6%	1,955	1,478	+32.3%
Mobile Customers	35.7 mil.	31.8 mil.	+12.3%	26.5 mil.	+34.7%			
Fixed Customers	4.4 mil.	4.4 mil.	-	4.4 mil.	-			
Broadband Customers	1,176k	1,066k	+10.3%	732k	+60.7%			

<sup>^</sup> Normalised EBITDA – details are included in appendix

- 2006 figures restated due to change in accounting policy: FRS121

# Domestic and international operations deliver growth

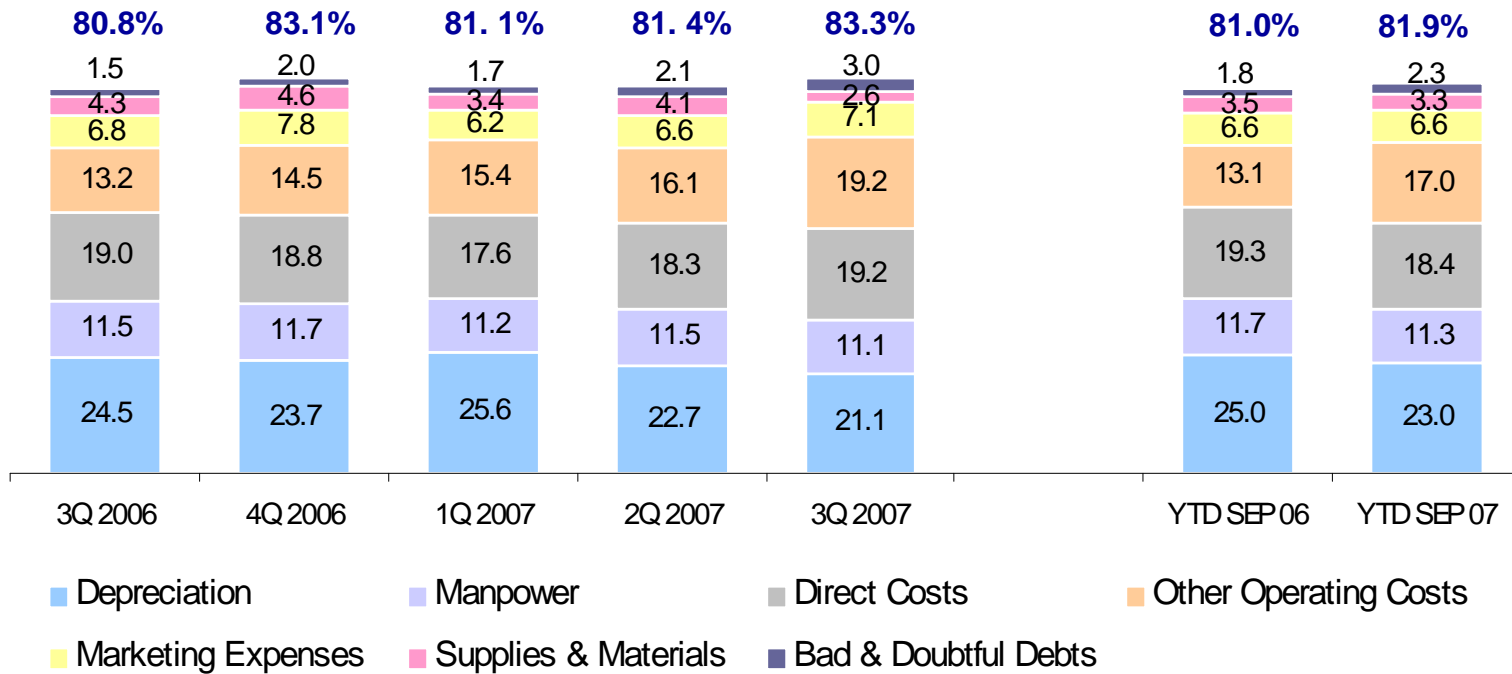
- Stable Malaysia  
Business performance with continued push for broadband and fixed stimulation
- Positive momentum of revenue improvements in Celcom continued
- Overseas operations continued to deliver positive growth despite challenges



Total Revenue is after inter-co elimination  
Revenue of segments is before inter-co elimination

-2006 figures restated due to change in accounting policy: FRS121

# Costs as a % of Revenue



# Group Balance Sheet

<u>RM Million</u>	<b>As at 30 Sept 2007</b>	<b>As at 31 Dec 2006</b>
Shareholders' Funds	20,481.2	19,911.1
Minority Interests	828.0	836.5
Deferred & Long Term Liabilities	13,125.5	12,609.3
<i>Long Term Borrowings</i>	<i>10,705.6</i>	<i>10,282.8</i>
	<b>34,434.7</b>	<b>33,356.9</b>
Current Assets	8,413.3	8,661.4
<i>Cash &amp; Bank Balances</i>	<i>3,761.0</i>	<i>4,680.4</i>
Current Liabilities	7,983.2	8,486.6
<i>Short Term Borrowings</i>	<i>1,023.1</i>	<i>1,803.1</i>
Net Current Assets	430.1	174.8
Intangible Assets	7,024.8	7,059.1
Property Plant & Equipment	24,294.2	24,026.5
Other Non-current Assets	2,685.6	2,096.5
	<b>34,434.7</b>	<b>33,356.9</b>

- Payment of interim 2007 and final 2006 dividends of RM653 million and RM750 million respectively
- Capital repayment from Celcom completed of RM730 million
- Sale and Leaseback transaction on track

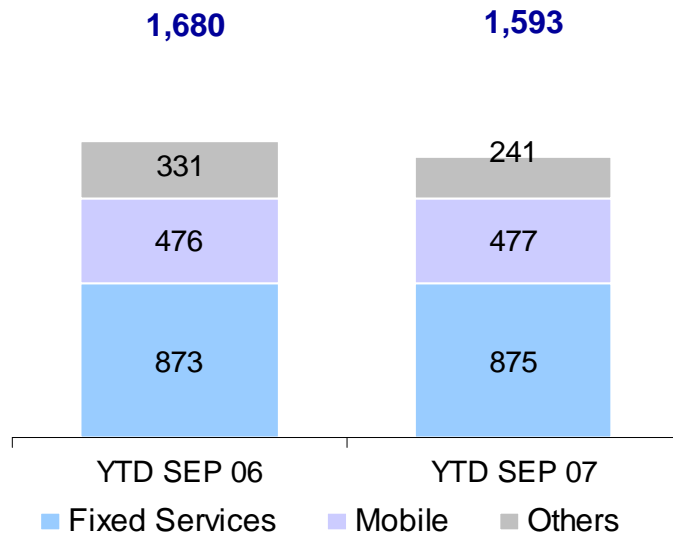
	<u>30 Sep 07</u>	<u>30 Jun 07</u>		<u>30 Sep 07</u>	<u>30 Jun 07</u>
Return on Capital Employed <sup>^</sup>	12.3%	12.6%	Debt to EBITDA <sup>^</sup>	1.51	1.48
Return on Equity <sup>^</sup>	12.7%	12.6%	Net Debt/ Equity	0.37	0.30
Return on Assets <sup>^</sup>	9.3%	9.5%	Net Assets/Share (sen)	595	596
Current Ratio	1.05	1.12	EPS (sen) <sup>^</sup>	76.1	76.0

<sup>^</sup> Annualised for 2007

# Group Capital Expenditure

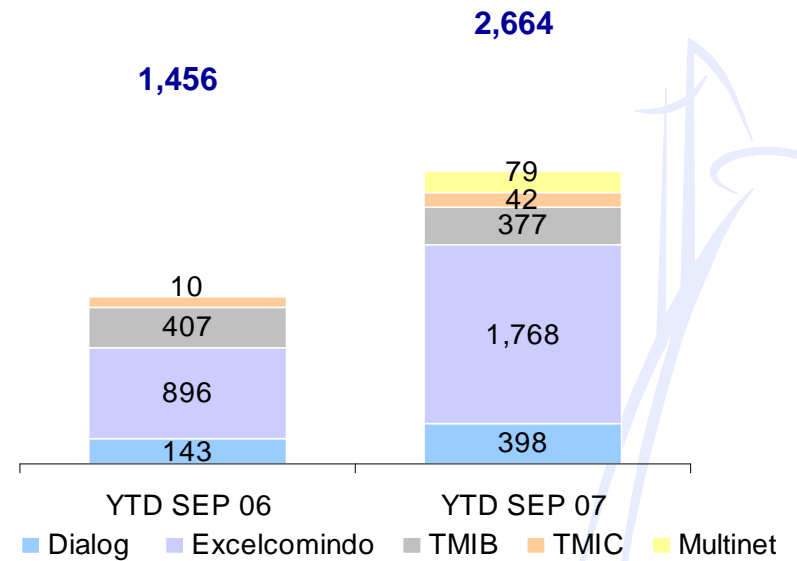
## Domestic

RM Million



## International

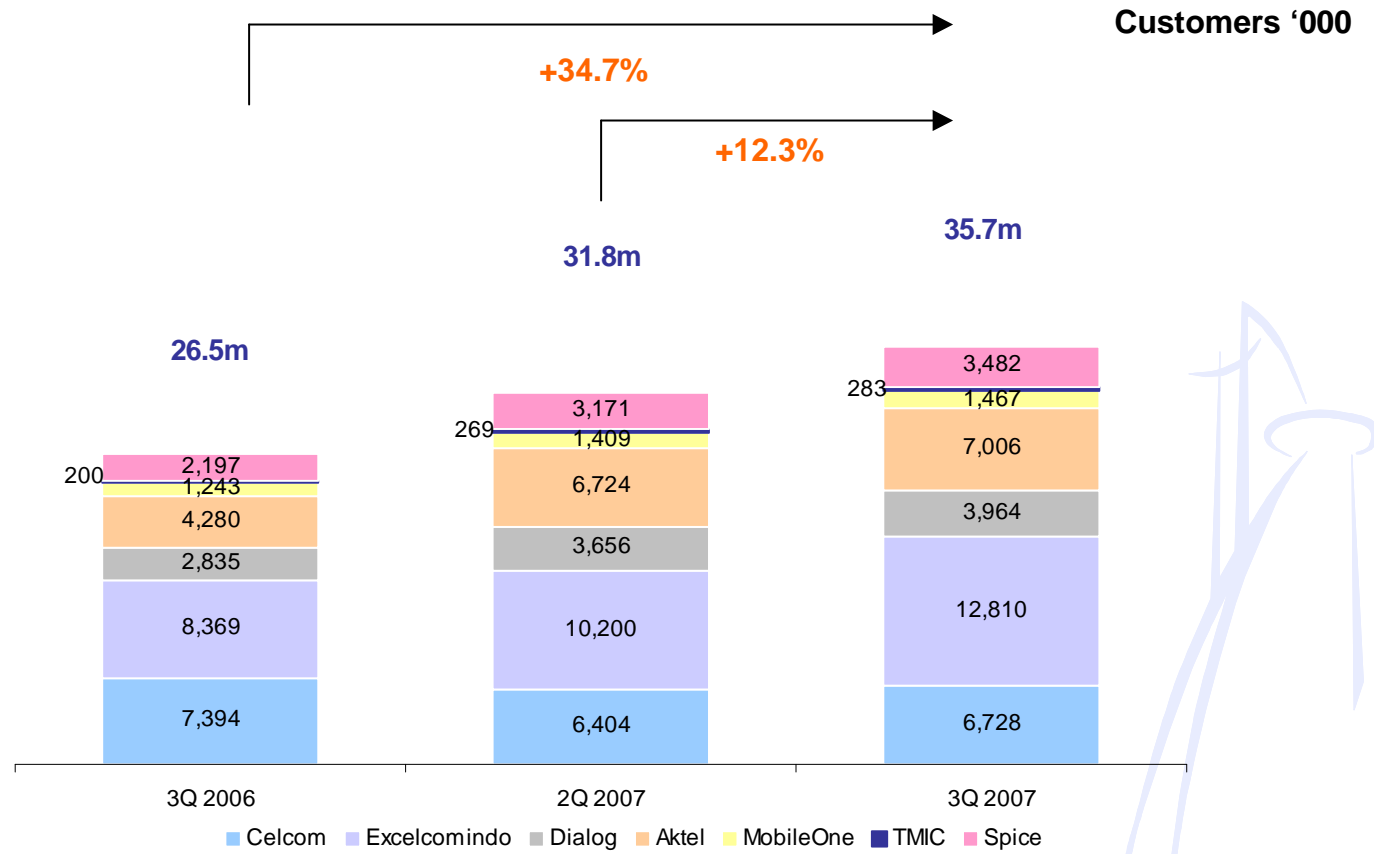
RM Million





# Growing Regional Customer Base

- Regional mobile customer base of 35.7 million and growing



# Agenda

Group Performance

**Malaysia Business**

Celcom

International Operations

Outlook

# Malaysia Business - Key Highlights

## Malaysia Business turnaround through PIP have shown continued signs of stabilisation

- Year-to-date revenue trend turnaround from a decline of -1.6% in YTD Sept 06 to a growth of +2.8% to RM5.73 billion in YTD Sept 07.
- Greater broadband push through aggressive marketing initiatives resulted in internet & multimedia revenue growth by +25.6% in YTD Sept 07.
- Data revenue saw +24.7% growth in YTD Sept 07 resulting from higher demand for data related services.
- Positive momentum in broadband acquisition continues with 110k new broadband customers

## Malaysia Business 3Q 2007 earnings impact

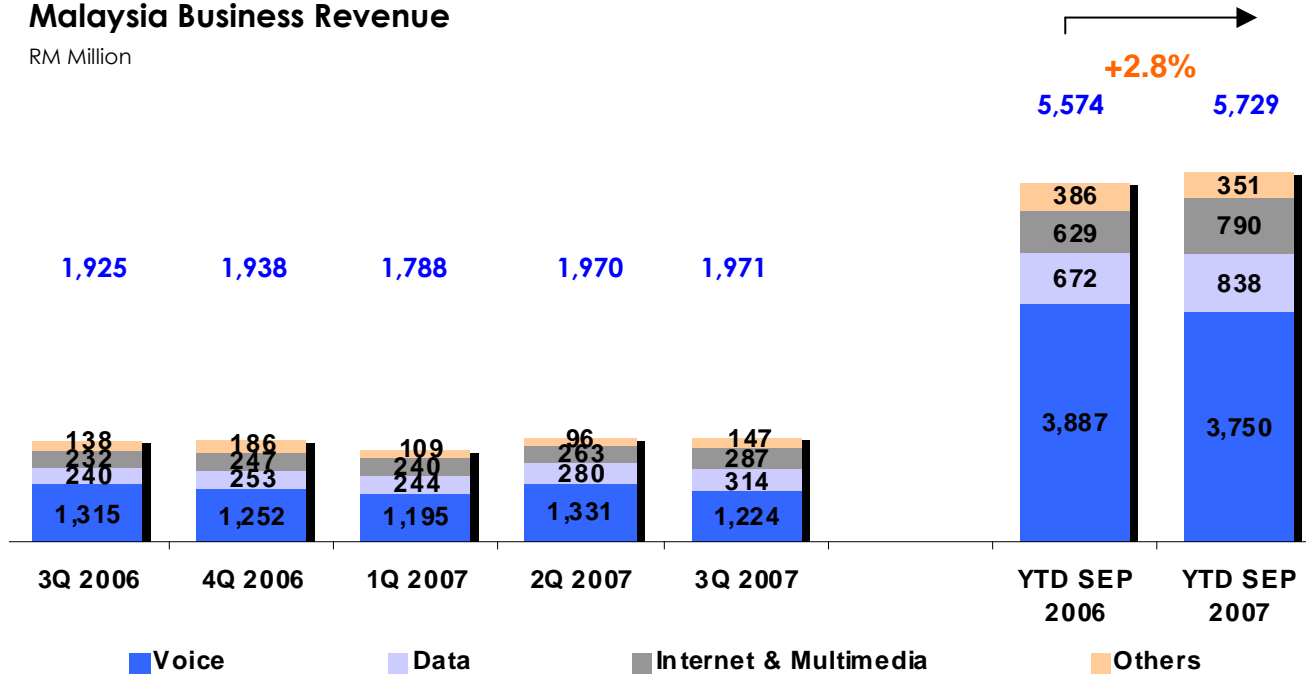
- Revenue reversal RM 62.8 mil of unutilised prepaid card service made in 3Q 2007 due to change in accounting treatment based on usage instead card sales.
- One-off bad debt provision totaling RM107 million relating to sale of TM Payphone of RM41million\* and provision for TM wholesale bad debts

\*As per announcement, total estimated amount to be waived is RM151 million, out of which RM110 million has been provided for by TM in 2006.  
No impact of TM Payphone to Group

# Malaysia Business - Fixed Line Revenue Mix

## Malaysia Business Revenue

RM Million

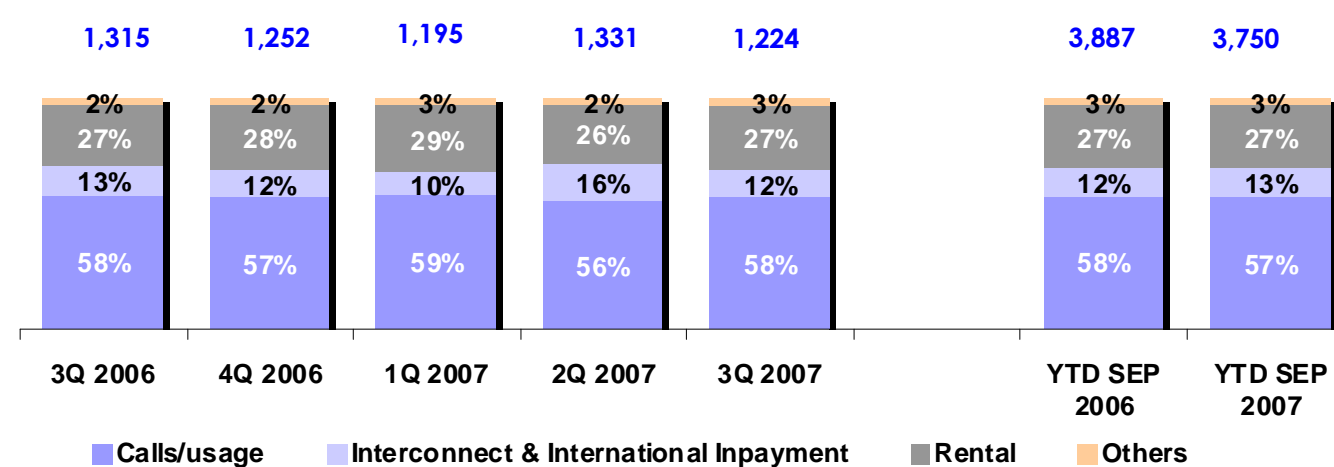


Increment in YTD Sep 07 as compared to YTD Sep 06 is due to growth in internet (mainly due to broadband promotion & demand) and data.

Voice services revenue decrease by -8% in 3Q 2007 against 2Q 2007 due to change of prepaid card recognition basis from card sales to usage in July 07

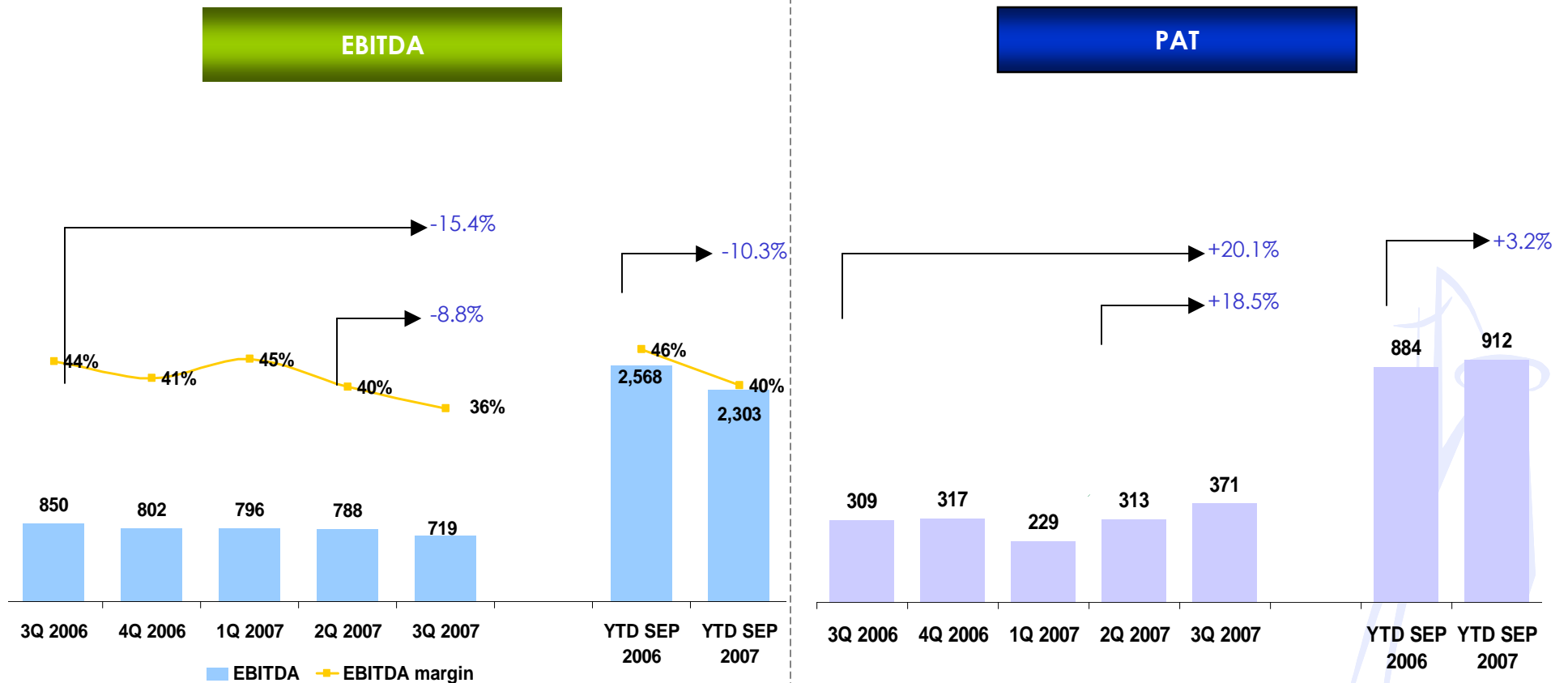
## Telephony Breakdown

RM Million



Lower call usage in YTD Sep 07 against YTD Sep 06 is mainly due to change of prepaid card recognition basis

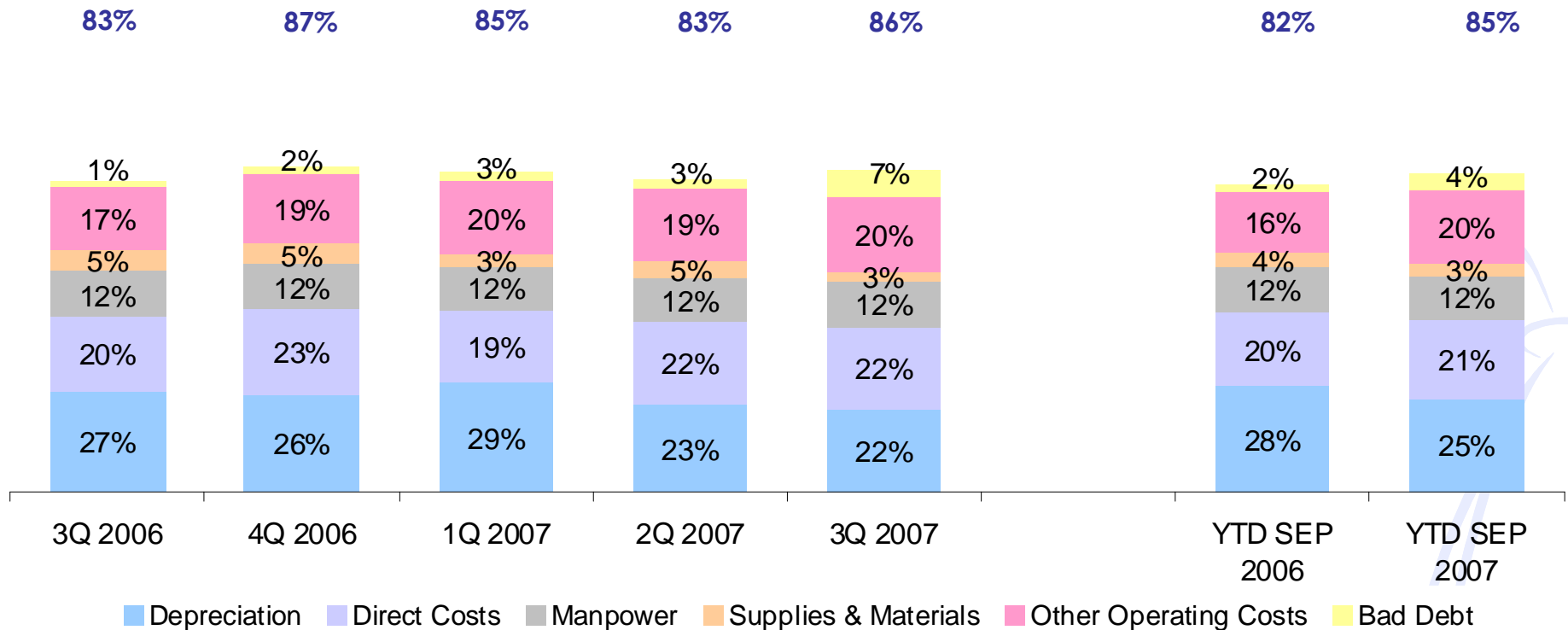
# Malaysia Business - EBITDA & PAT



- Lower EBITDA YTD Sep 07 as compared to YTD Sep 06 mainly due to one off bad debt provision, asset write off & change in accounting treatment for prepaid card revenue recognition
- PAT impact due to reversal of excess tax provision in respect of prior years

All numbers in RM millions, except ratio data

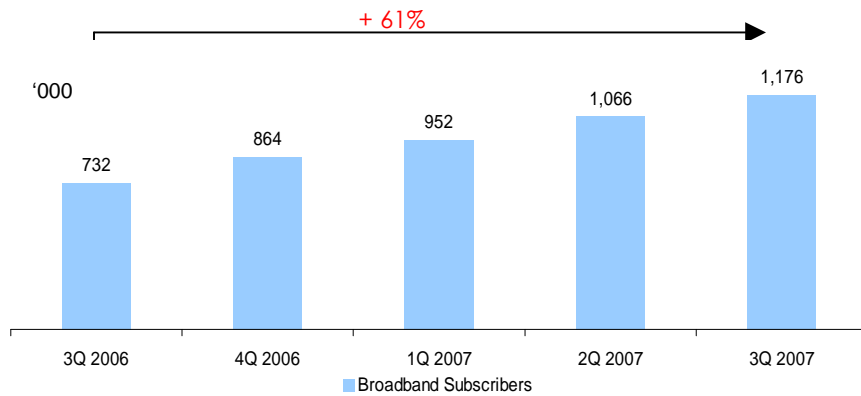
# Malaysia Business - Operating costs as a % of Revenue



- Lower depreciation resulted from more assets fully depreciated in YTD Sep 2007 compared YTD Sep 2006
- Higher bad debt due to one off provision in 3Q 2007

# Malaysia Business - Strong Growth in Broadband

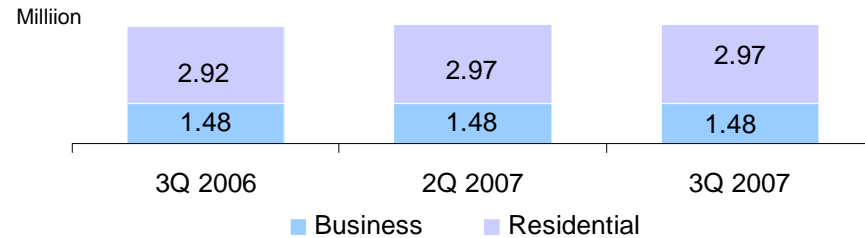
## Surpassed 1 Million Customer Mark



## TM has been aggressively driving broadband growth...

- Strong growth in broadband with 61% growth rate
- Aggressive initiatives launched to promote broadband services:
  - Streamyx merdeka bash promo – Free modem with 1Mbps speed @ RM 77 come with free online games, musics download and etc.
  - Narrowband migration plan promo – 384 Kbps unlimited access @ RM 40 for first 3 months, thereafter @ RM 45.
- Moving forward initiative...
  - Business broadband package – 4Mbps speed with free hotspots unlimited access and special price for e-Storage and Web hosting services.

## Stable Fixed Line Customers



ARPU (RM)	3Q 2006	2Q 2007	3Q 2007
Business*	139	128	137
Residential*	36	34	26
Internet Dial-up	7	4	4
Internet Broadband	94	91	94

\* Call usage only

- Note: Decrease in fixed line residential ARPU in 3Q 2007 is due to change in accounting treatment for prepaid card revenue recognition. Normalized ARPU for 3Q 2007 is RM33

## Fixed line customer decline stabilizing...

- Major initiatives launched to stimulate the customer usage behavior
  - Let's Talk RM 38 to cater for lower end segment
  - Launch of Let's Talk Puas Puas – Free calls nationwide from 1<sup>st</sup> September till 31<sup>st</sup> December 2007\*.



# Malaysia Business - Key non recurring items in 3Q 2007

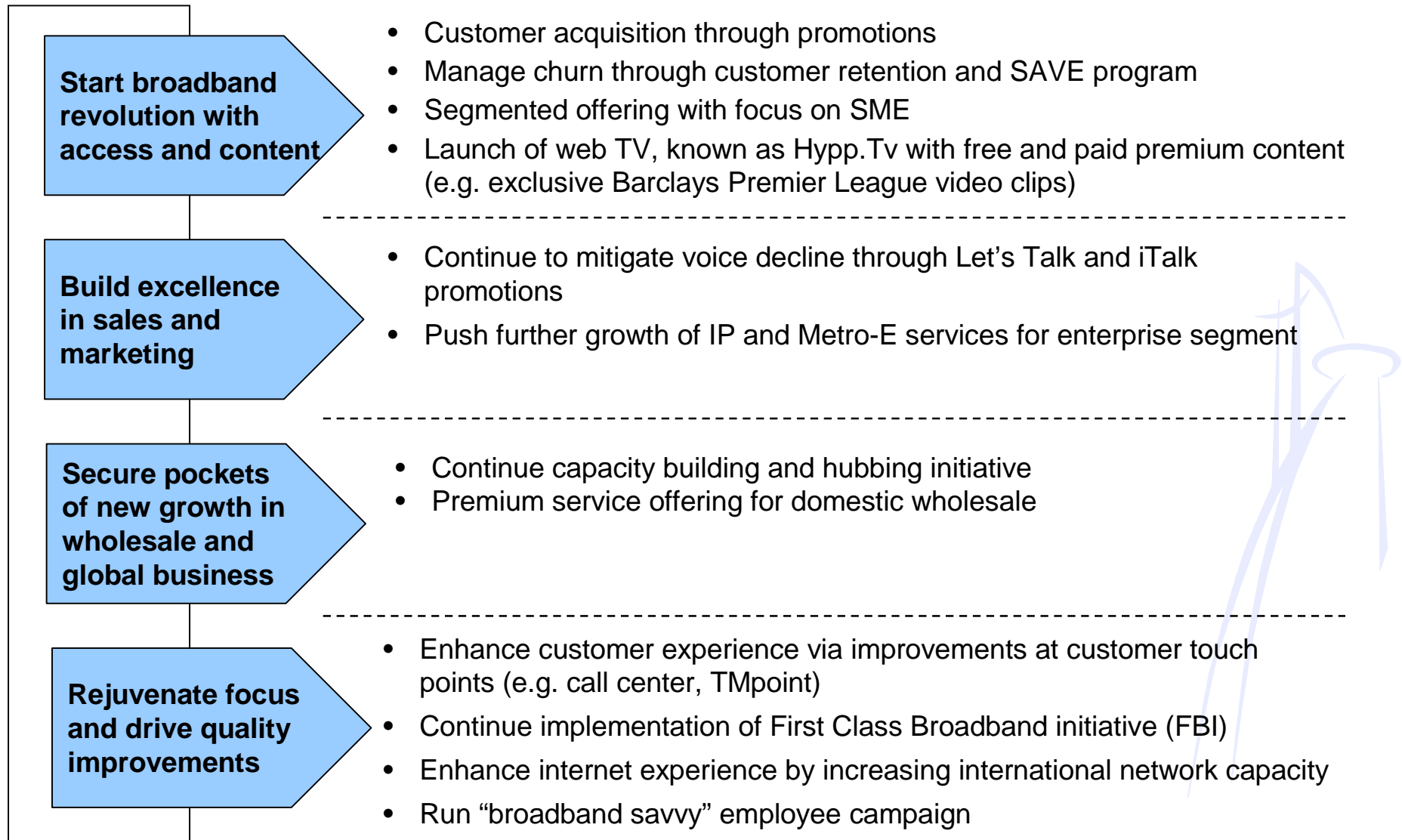
## EBITDA

Normalised EBITDA (in RM mil)	3Q2006	2Q2007	3Q2007	YTD SEP 06	YTD SEP 07
<b>Reported EBITDA</b>	<b>850</b>	<b>788</b>	<b>719</b>	<b>2,568</b>	<b>2,303</b>
Add:					
Unutilised prepaid card(one off)			63		63
Provision for bad debts (one off)		27	107		134
Asset write off					31
<b>Normalised EBITDA</b>	<b>850</b>	<b>815</b>	<b>889</b>	<b>2,568</b>	<b>2,531</b>
<b>Reported Revenue</b>	<b>1,925</b>	<b>1,970</b>	<b>1,971</b>	<b>5,574</b>	<b>5,729</b>
<b>Normalised Revenue</b>	<b>1,925</b>	<b>1,970</b>	<b>2,034</b>	<b>5,574</b>	<b>5,792</b>
<b>Reported EBITDA margin</b>	<b>44%</b>	<b>40%</b>	<b>36%</b>	<b>46%</b>	<b>40%</b>
<b>Normalised EBITDA margin</b>	<b>44%</b>	<b>41%</b>	<b>44%</b>	<b>46%</b>	<b>44%</b>

All numbers in RM millions, except ratio data



# Malaysia Business - Moving forward to build momentum for growth



# Agenda

Group Performance

Malaysia Business

**Celcom**

International Operations

Outlook

# Celcom overview



## Financial Highlights

- **Strong revenue growth continues**
  - Driven by higher MOU and growing customer base
  - Double digit y-o-y growth of 14.1%
  - Maintaining quarterly growth momentum
  - Improved EBITDA margin

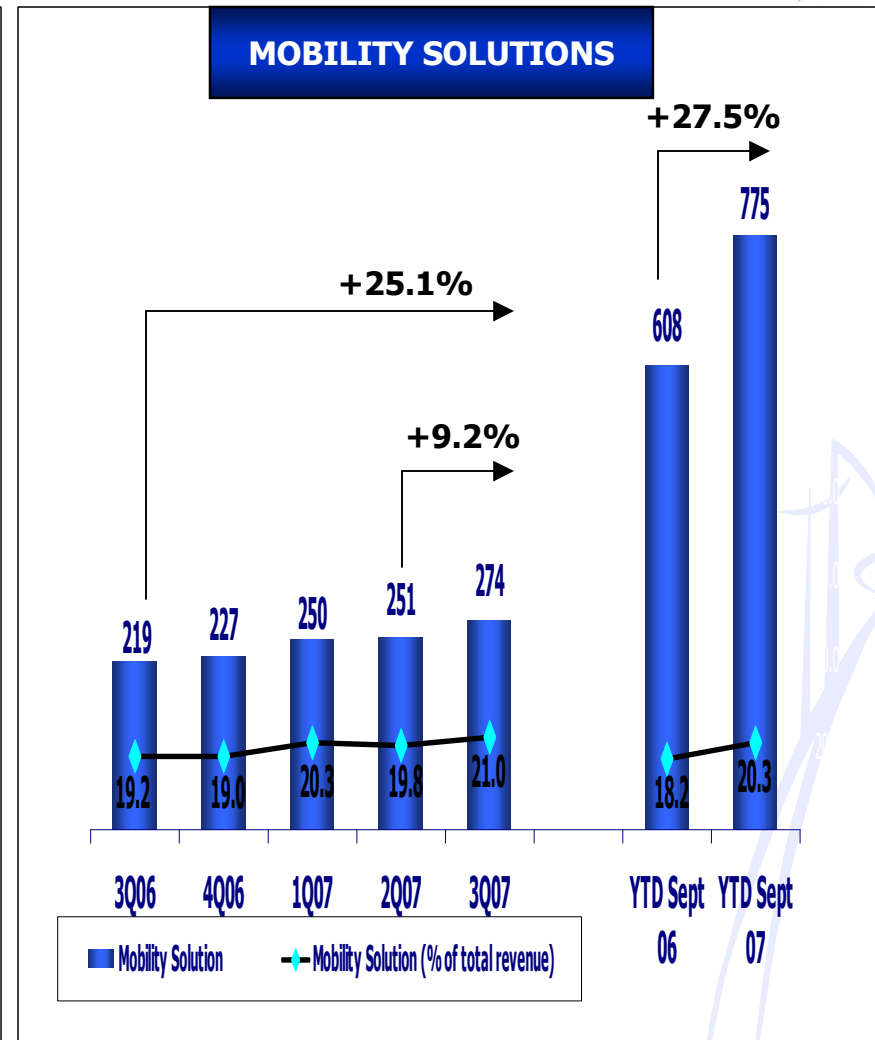
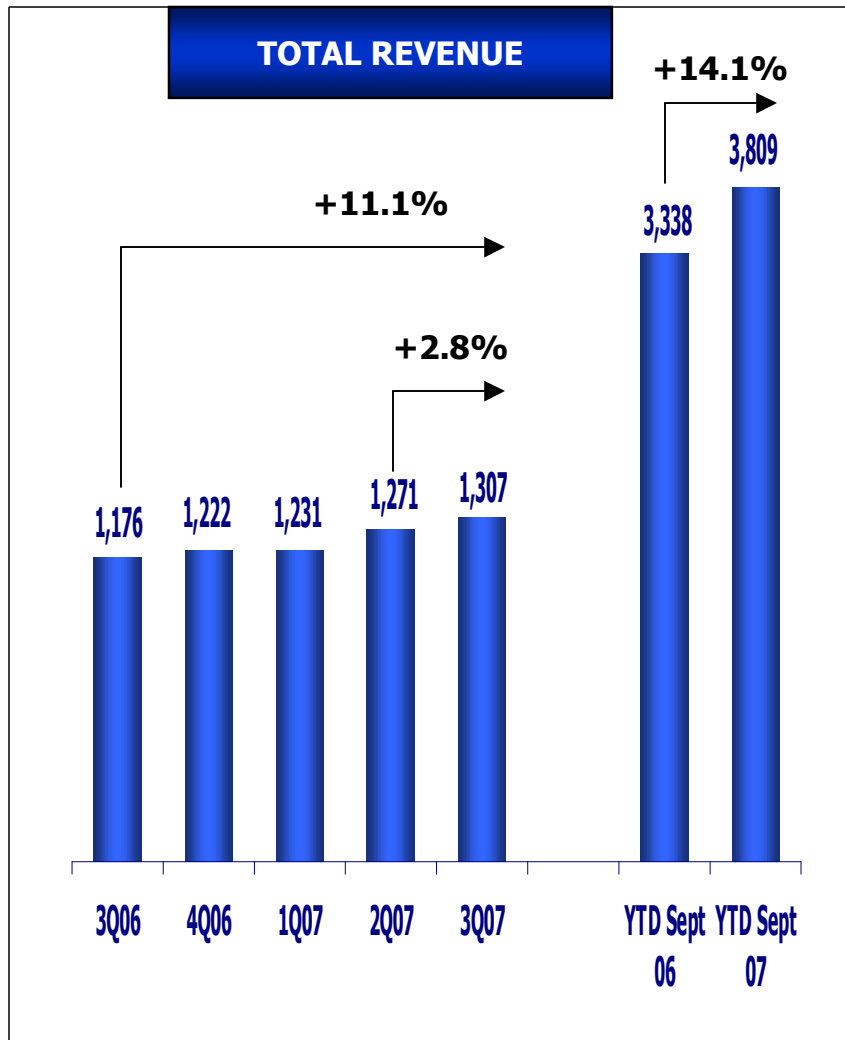
## Operational Highlights

- **Good acquisition momentum**
  - Higher net intake – 324k new customers
  - Significant turnaround of postpaid acquisition with net add of 67k
  - Stable ARPU

## Development

- **Focus**
  - Improve segment offerings
  - Enhance quality of service / customer experience
  - Continue strengthening our distribution channel for wider visibility and reach

# Revenue continues to strengthen

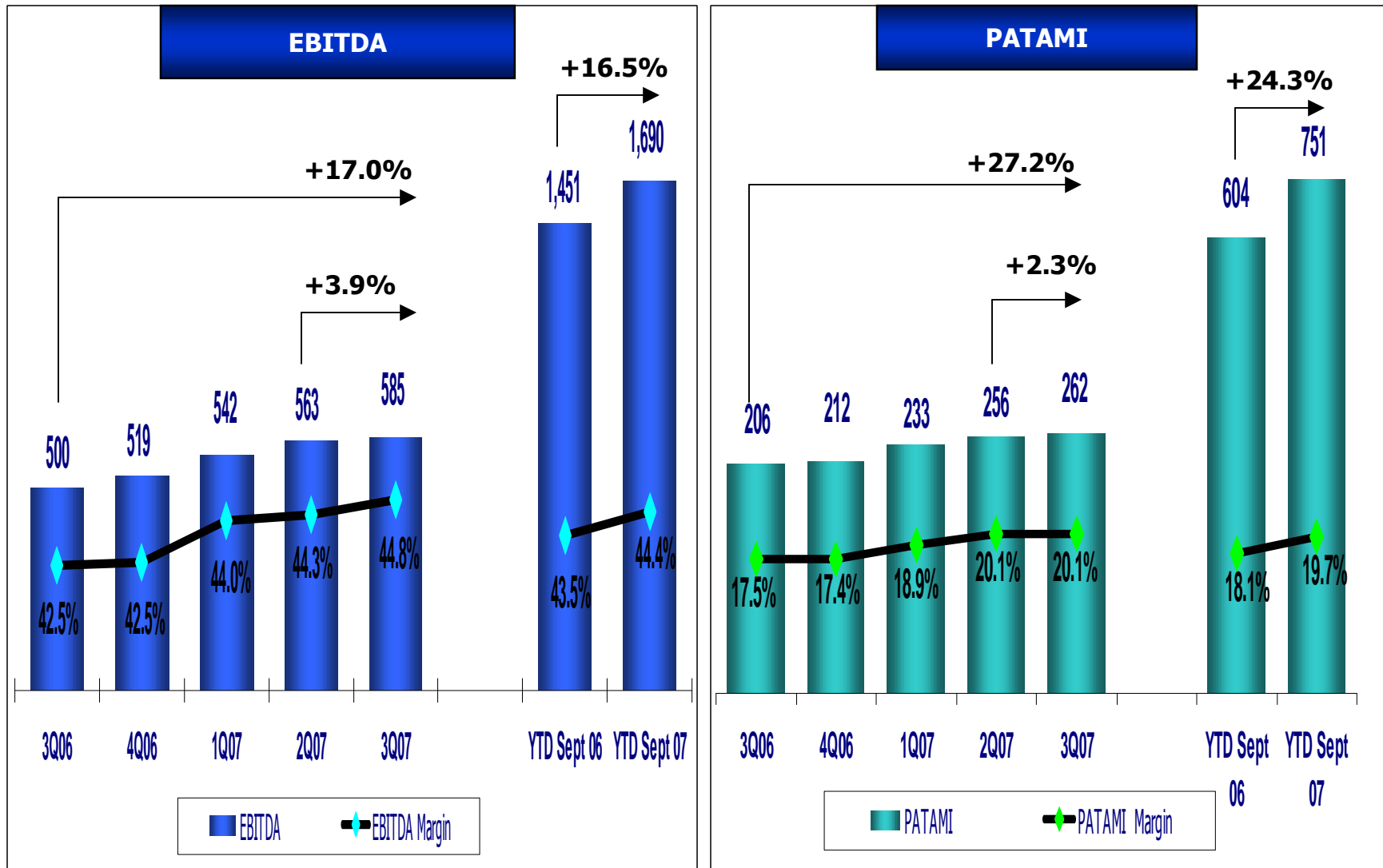


- Revenue strengthened with higher usage and increasing customers
- Significant growth in mobility solutions reflected by increased data usage



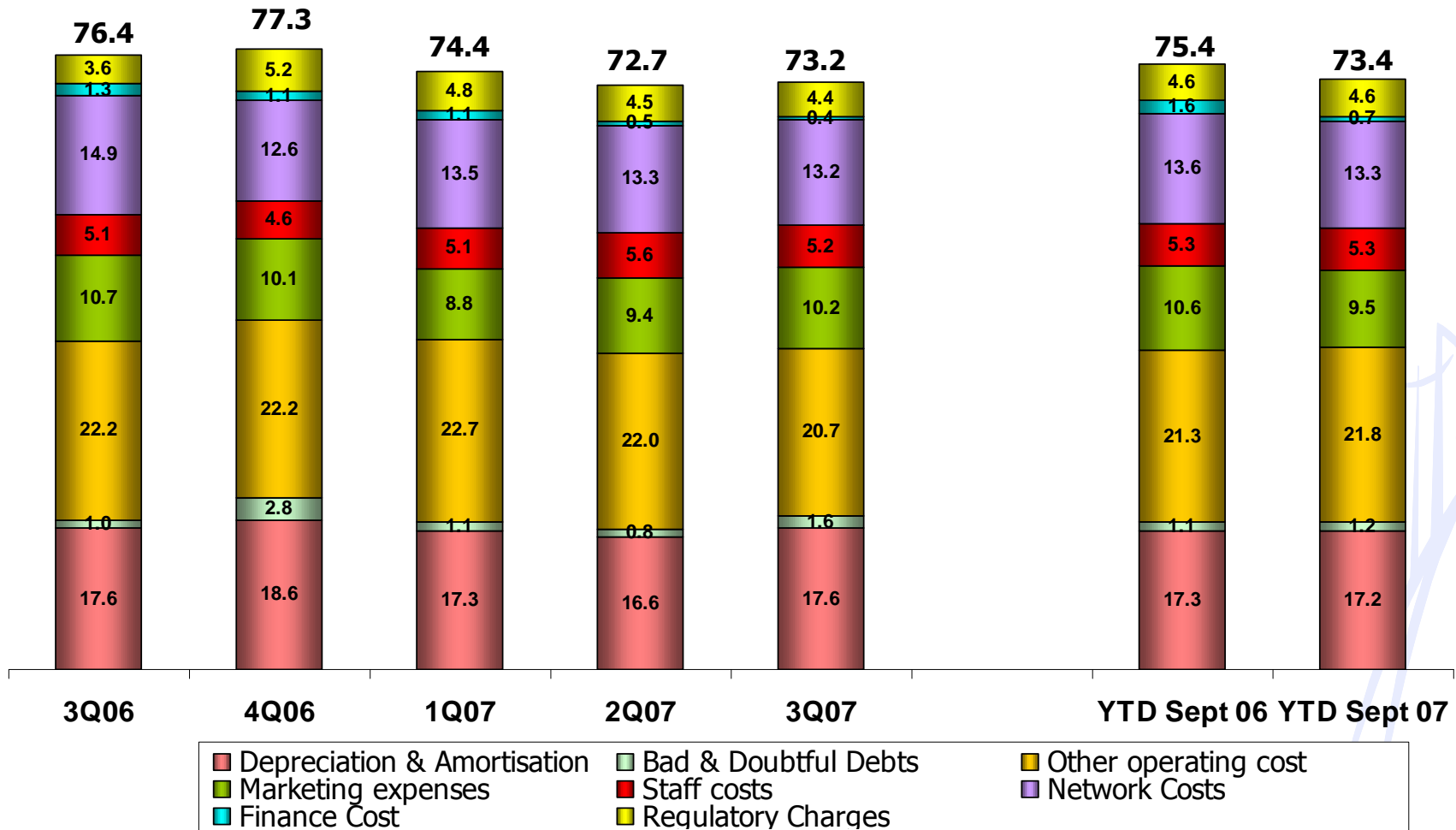
All numbers in RM millions, except ratio data

# Earnings continue to improve



• Earnings strengthened with stronger EBITDA margin

# Operating cost as a % of revenue



Slightly higher costs contributed by:

- marketing costs – intensified marketing campaigns
- depreciation – rationalisation of core networks

## Key balance sheet items and ratios

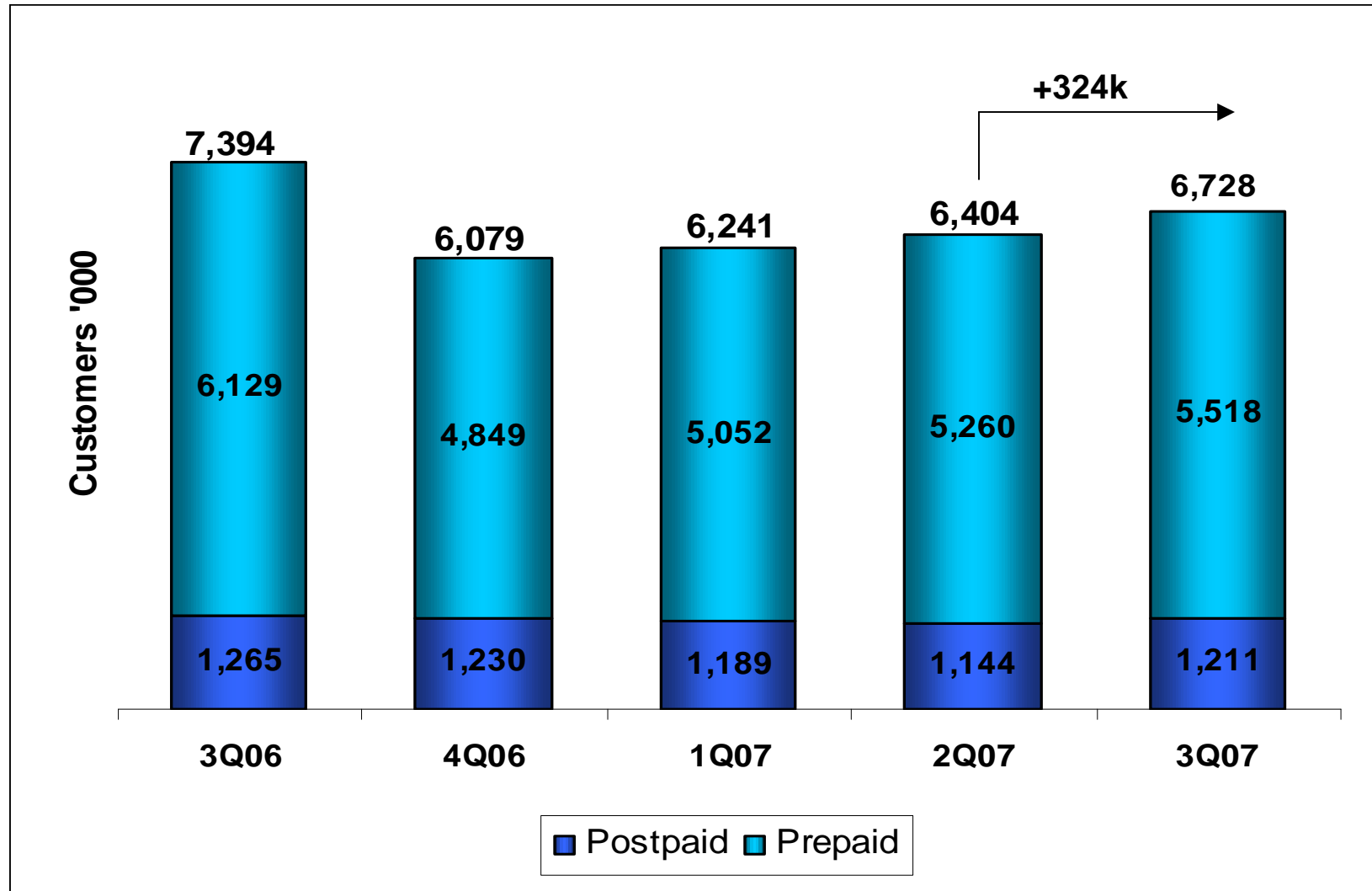


	30/9/2007	31/12/2006	% change
<b>Borrowings</b>	<b>232.3</b>	<b>746.5</b>	<b>-68.9%</b>
<b>Shareholder's Funds</b>	<b>2,598.2</b>	<b>2, 577.3</b>	<b>0.8%</b>
<b>Cash &amp; Cash Equivalent</b>	<b>1,118.5</b>	<b>1,201.1</b>	<b>-6.9%</b>
<hr/>			
<b>Gearing – Gross</b>	<b>8.9%</b>	<b>29.0%</b>	
<b>Gearing – Net</b>	<b>-34.1%</b>	<b>-17.7%</b>	
<b>Current Ratio</b>	<b>0. 60</b>	<b>0. 63</b>	
<b>NTA per Share (sen)</b>	<b>146.5</b>	<b>108.8</b>	
<b>Return on Equity*</b>	<b>35.2%</b>	<b>31.7%</b>	
<b>Return on Capital Employed*</b>	<b>48.7%</b>	<b>38.8%</b>	
<b>EPS (sen)*</b>	<b>59.2</b>	<b>36.1</b>	

- Cash reserves remain healthy despite capital repayment of RM730 million in September
- Strong improvement in key ratios

\* Annualized  
All numbers in RM millions, except ratio data

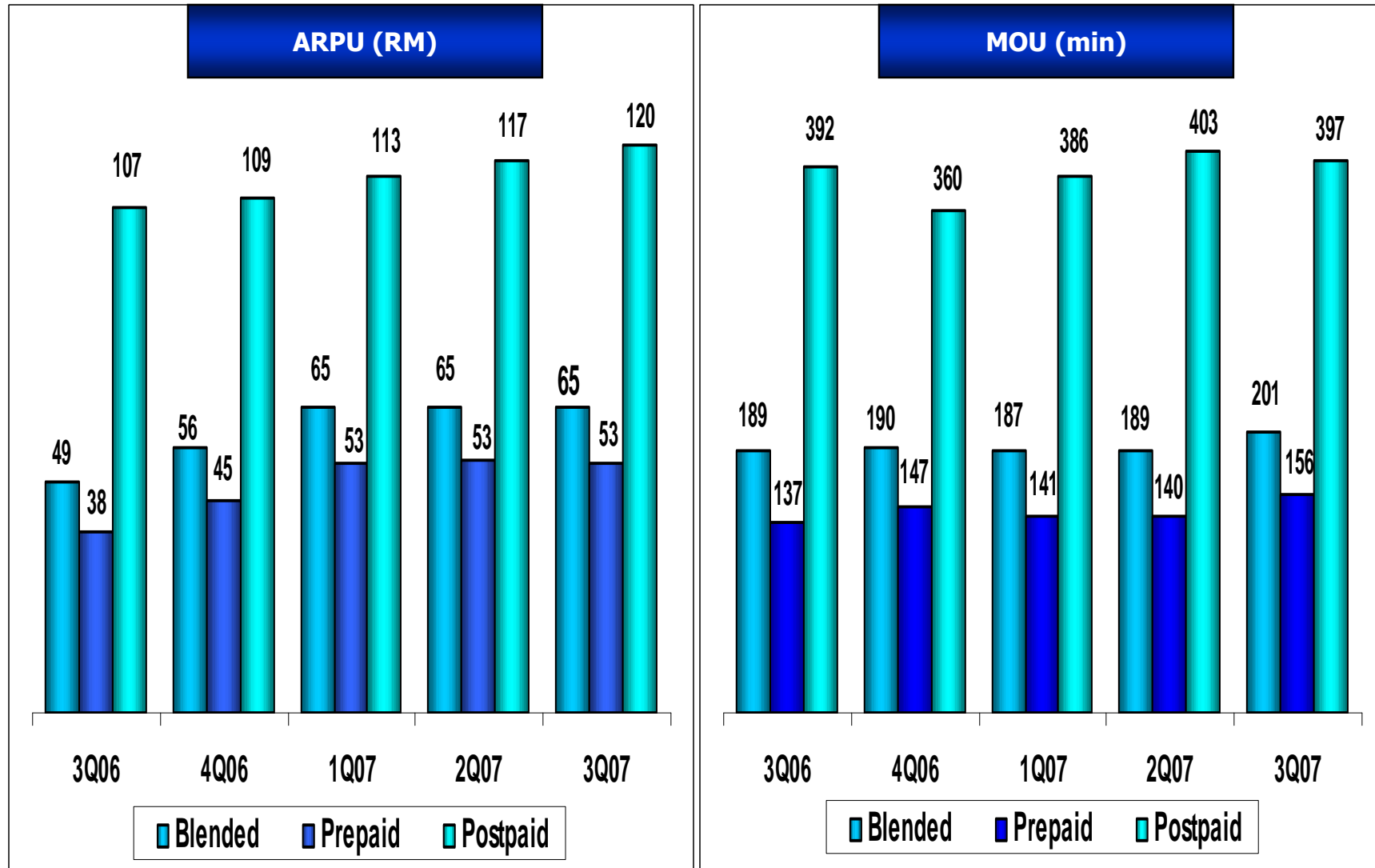
# Good acquisition momentum



- Prepaid net additions continue to grow
- Postpaid numbers showing signs of turnaround



# ARPU and MOU



- Stable ARPU
- Increasing trend in MOU

## Intensive marketing pace in 3Q 2007

- New product offerings
  - Segment offerings - Xchange, UOX, Sikat, Baladewa
  - 1+3 plan, Mobile Broadband, Blackberry Internet Service for retail customers
- Loyalty programs
  - Stay Active bonus, Every Month Bonus and Birthday bonus
  - Reload & Win campaign
- Brand rejuvenation
  - Who Says campaign
- Quality of service / customer experience
  - Branded Customer Service, Celcom Premier Pass
  - CCAM Award – Best Outsourced Contact Centre
  - Highest CSI in the latest consumer survey by MCMC
- Increase visibility and reach
  - Partnership with petrol stations & 7-11
  - Alternate channels introduced



# Agenda

Group Performance

Malaysia Business

Celcom

**International Operations**

Outlook

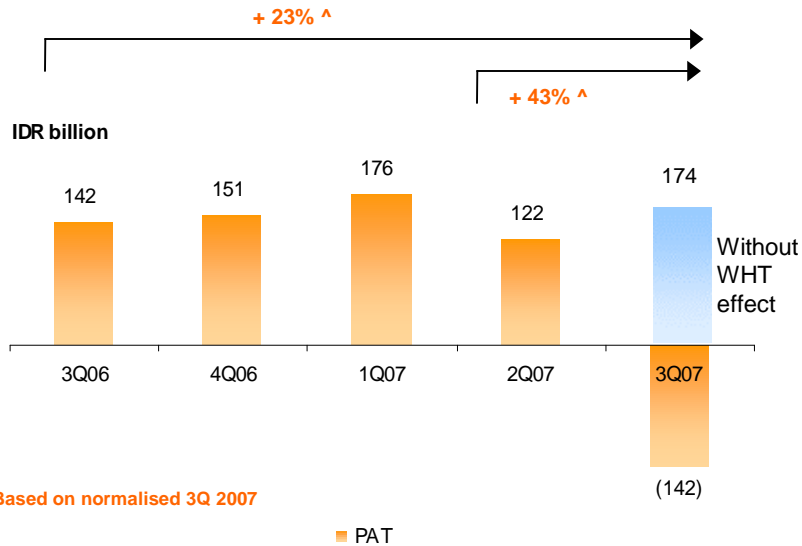
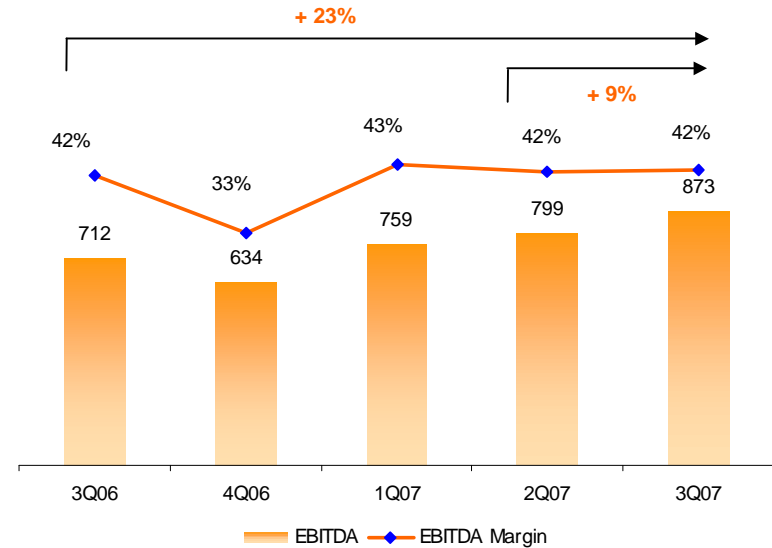
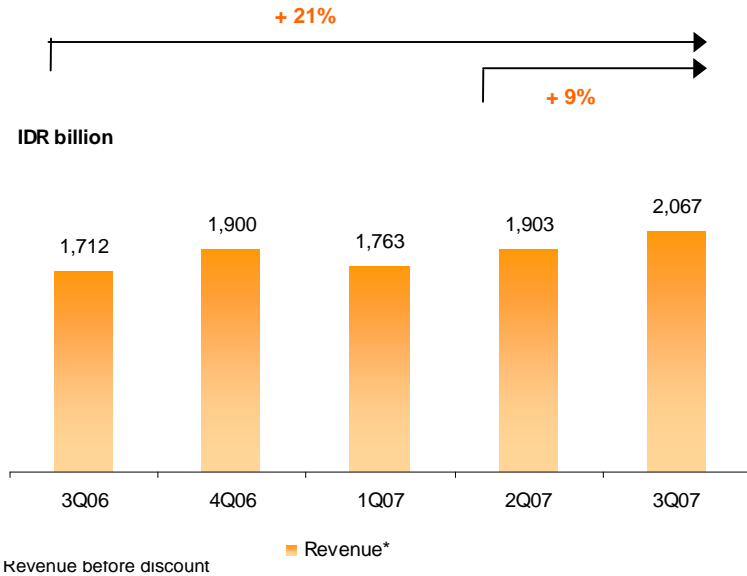
# International Operations: Key Highlights

- *Moving into quadruple play and convergence services in Sri Lanka*
- *Sustaining growth despite intense competition and difficult macro economic conditions in all markets particularly in Sri Lanka, Indonesia and Bangladesh. PIP initiatives in place to address challenges.*
- *Sharing of best practice and enhancing synergies among subsidiaries*
- *Aggressively managing cost to improve margins and operational efficiency*
- *Selectively seeking new opportunities to expand regional footprint, with particular focus on Indochina*

# XL - Financial Highlights

IDR1000 : RM0.37

A TMI Company



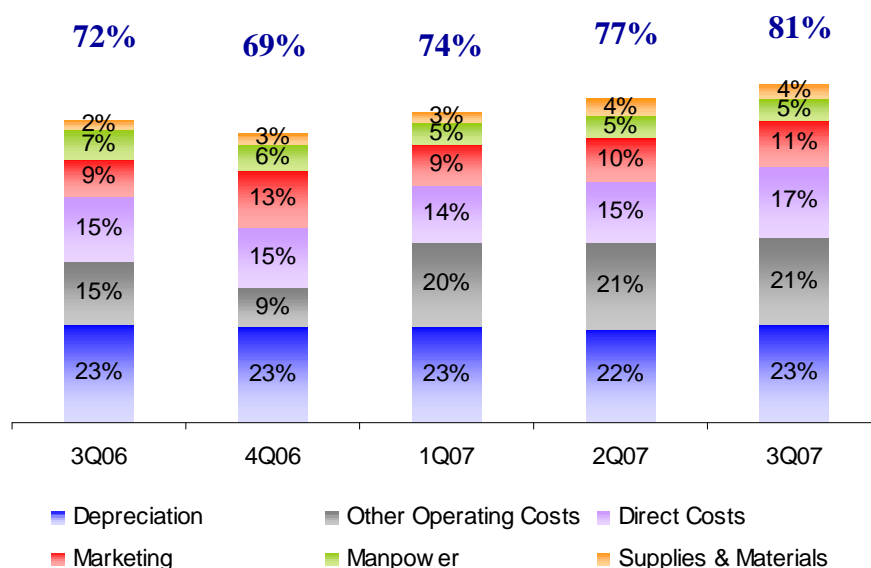
- Y on Y revenue increased by 21% due to various stimulation programs launched in 3Q 2007 which resulted in higher customer base and MoU.
- Q on Q EBITDA improved by 9% while margin remained stable at 42%.
- Loss in 3Q 2007 was due to withholding tax (WHT) as well as penalty on USD bonds interest backdated from 2004 (IDR341 billion). Otherwise, Q on Q PAT would increase by 43% to IDR 174 billion.

# XL - Financial Highlights

IDR1000 : RM0.37



## Opex as % of Revenue



- Higher direct cost as % of revenue was mainly due to increase in 3Q 2007 interconnection cost as a result of increase in off-net traffic stimulated by XL's lower average off-net tariff per minute.

## Balance Sheet

(in Rp billion)

	As at 30 Sep 07	As at 31 Dec 06
<b>Shareholders' Funds</b>	4,370	4,281
<b>Deferred &amp; long Term Liabilities</b>	9,468	6,013
- Long Term Borrowings	8,659	5,345
	<u>13,838</u>	<u>10,294</u>
<b>Fixed Assets</b>	13,795	10,462
<b>Other Assets</b>	1,203	991
<b>Current Assets</b>	1,514	1,183
- Cash & Bank Balances	611	587
<b>Current Liabilities</b>	2,674	2,342
	<u>13,838</u>	<u>10,294</u>

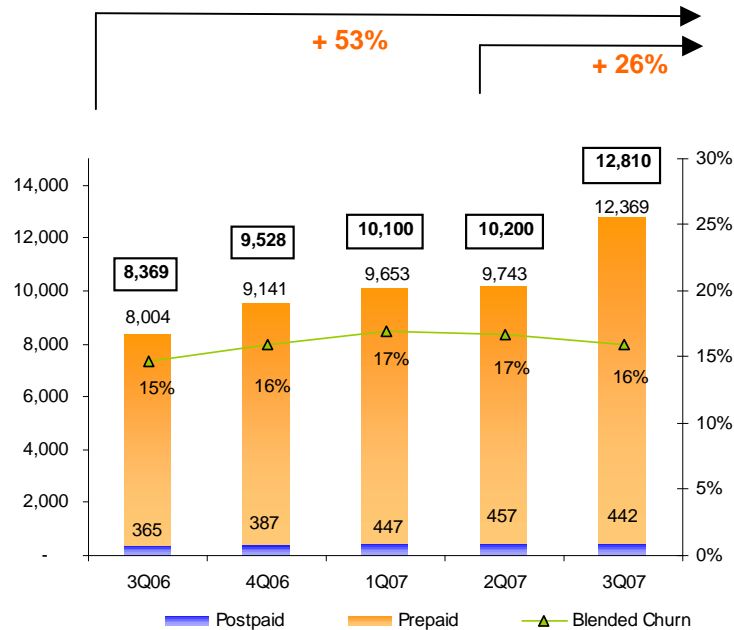
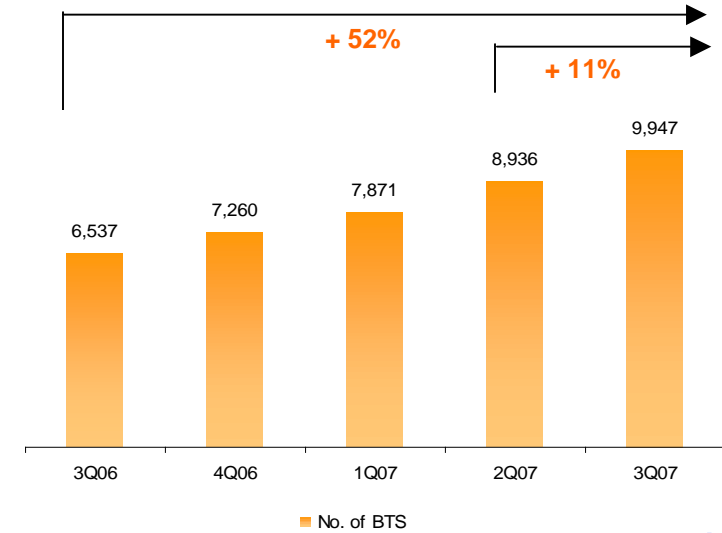
- As at 30 Sep 2007, XL has signed loan facility of USD 230 million and IDR 1 trillion. A drawdown of USD 190 million was recorded as long term borrowings.
- Debt to EBITDA ratio as at 30 Sep 2007 was 2.8x while the bond covenant was 4.5x

# XL - Operational Highlights

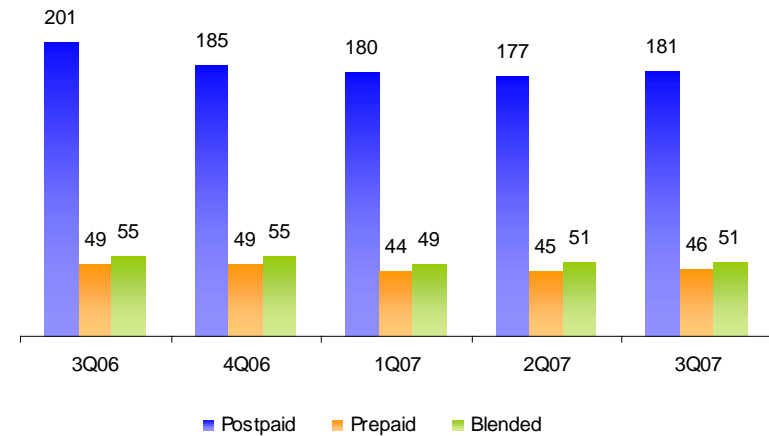
IDR1000 : RM0.37



- Y on Y and Q on Q customers increased by 53% and 26% respectively.
- Y on Y number of BTS increased by 52% (including 1,321 3G Node B).
- Q on Q blended ARPU maintained at IDR 51k.



ARPU (IDR '000)



Churn (%)

Prepaid	15%	16%	17%	17%	16%
Postpaid	5%	5%	4%	7%	6%



## Recent Key Initiatives & Developments



- **Offering affordable tariff** by launching Rp 1 per second for Bebas on-net calls and Rp 10 per second for Bebas off-net calls with different threshold in different regions.
- **Significant expansion of distribution network.** As of 30 September 2007, XL has more than 450 thousand direct and indirect distribution channels.
- **Improve network coverage** by having 10k BTS on XL 11<sup>th</sup> Anniversary on 8 Oct and starting to build network in East Indonesia (Maluku and Papua)

## Ensuring Sustainable Growth

- Implementing new pricing strategy to boost usage in different regional penetrations.
- Improving capacity of network and quality of customer care.
- Stabilising market reach and expansion of distribution channel.
- Maintaining operational efficiencies.
- Leveraging more growth from new business development and overall product portfolio offerings.

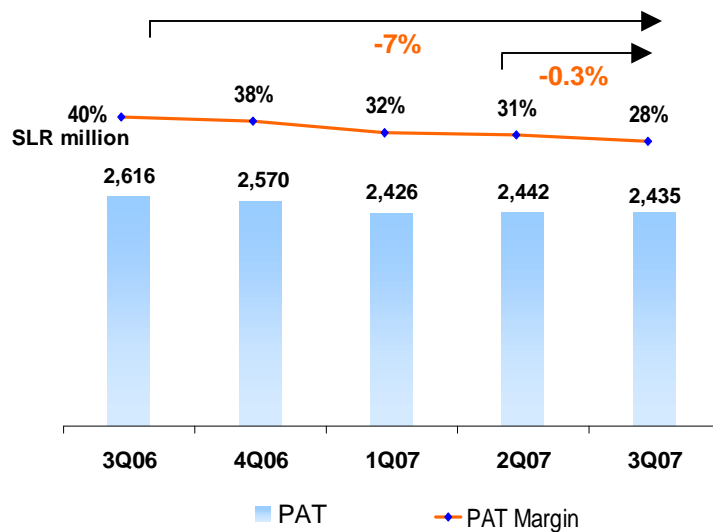
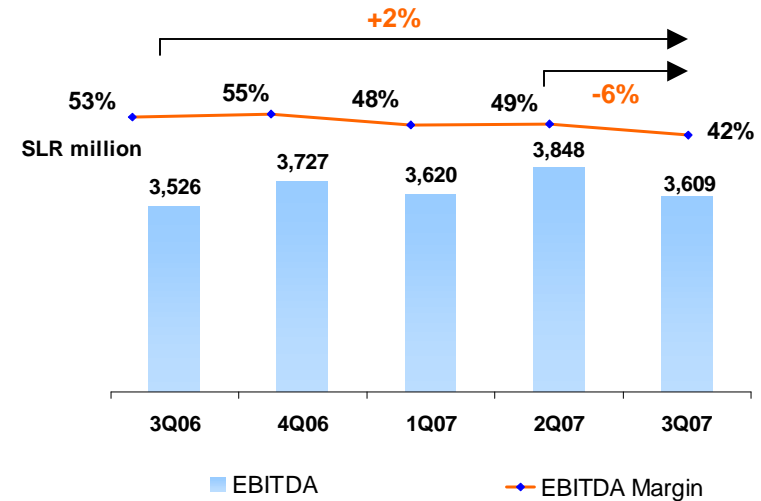
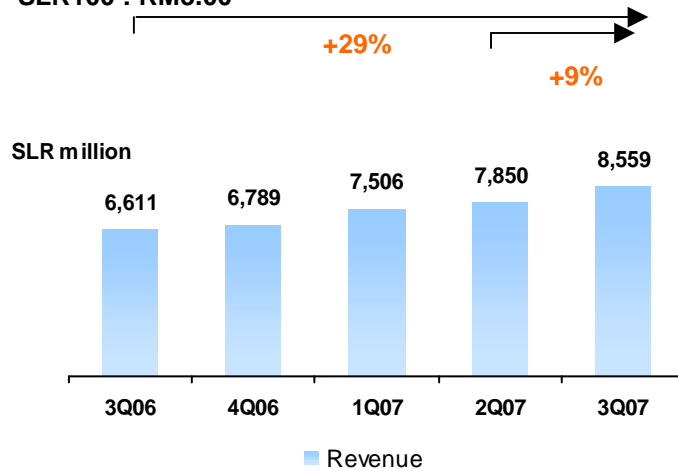




# Dialog Telekom PLC - Financial Highlights



SLR100 : RM3.00



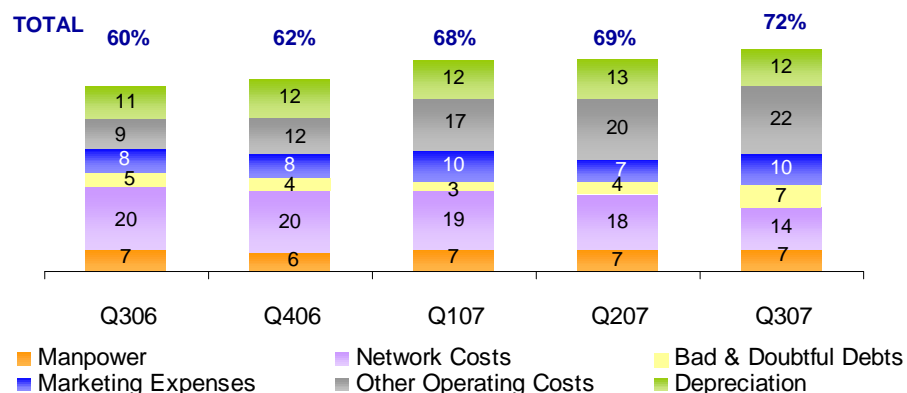
- Y on Y revenue increased by 29% mainly due to increase in customer base to 3.96 million.
- Dialog mobile operations achieved 7% profit growth despite intermittent disruptions in the North.
- Group EBITDA and PAT were lower mainly due to costs arising from capacity building ahead of demand and revenue realisation of Dialog Broadband Networks and substantial fixed cost base of Dialog Television operation.
- Both subsidiaries (Dialog Broadband Networks and Dialog Television) are expected to deliver healthy revenues and margins progressively over time.

# Dialog Telekom PLC - Financial Highlights

SLR100 : RM3.00



## Group Costs as % of Revenue



- Lower network costs driven by cost focus initiatives such as negotiations to scale down costs relating to network maintenance.
- Higher Q on Q bad and doubtful debts as % of revenue arising from provision made in relation to North & East operations.
- Higher other operating costs due to increase in administration expenses resulting from higher inflation levels and costs associated to operations expansion.

## Balance Sheet-Group

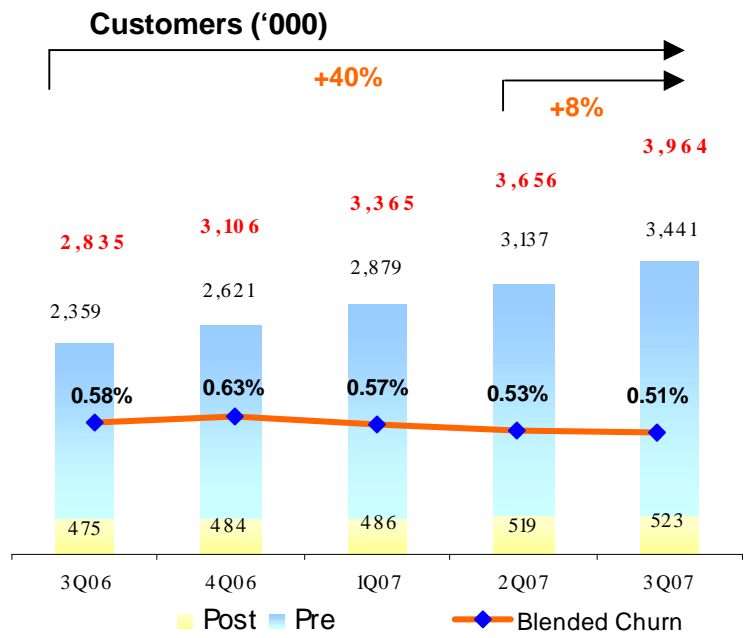
	As at 30 Sep 07	As at 31 Dec 06
	Rs Mn	Rs Mn
<b>Shareholders' Funds</b>	43,745	24,983
<b>Deferred &amp; Long Term Liabilities</b>	386	152
- Long Term Borrowings	2,508	8,145
	<u>46,639</u>	<u>33,280</u>
<b>Fixed Assets</b>	38,311	30,032
<b>Intangible Assets</b>	3,882	3,603
<b>Investment in subsidiary</b>	-	-
<b>Current Assets</b>	9,318	7,490
- Cash & Bank Balances	4,588	2,301
<b>Current Liabilities</b>	(8,621)	(8,930)
- Short Term Borrowings	(839)	(1,216)
	<u>46,639</u>	<u>33,280</u>

# Dialog Telekom PLC – Mobile Operational Highlights

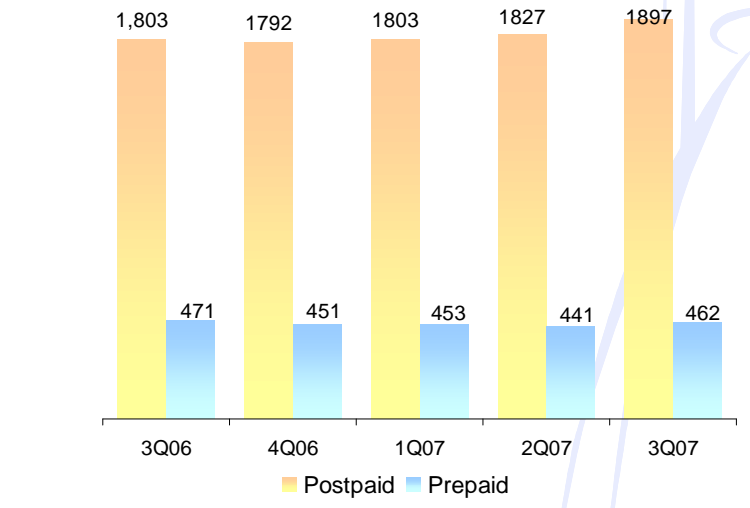
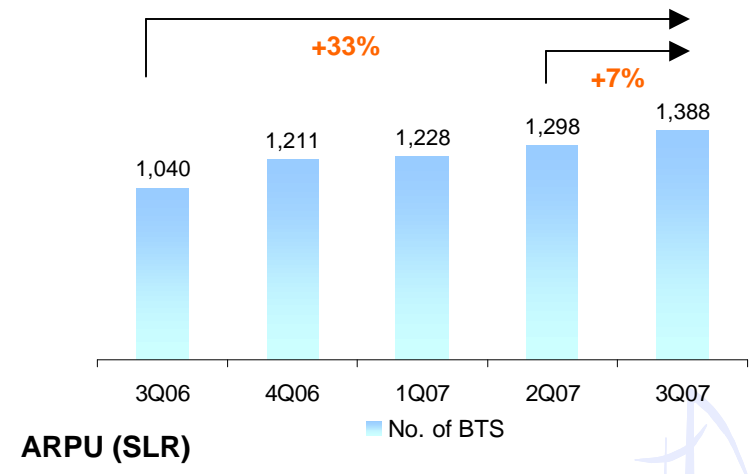


SLR100 : RM3.00

- Market leader with 40% Y on Y growth in customers.
- Prepaid/postpaid mix: 87:13.
- Improvement in coverage and quality of service.
- Q on Q total churn reduced from 0.53% to 0.51%.
- Y on Y number of BTS grew by 33%.



Churn%	3Q06	4Q06	1Q07	2Q07	3Q07
Post paid	3.18	3.58	3.40	2.68	3.11
Pre paid	0.045	0.069	0.078	0.170	0.10



## Recent Key Initiatives & Developments

- Dialog Telekom PLC (“Company”) entered into an agreement with participating investors including banks and financial institutions to raise Rupees Five Billion (Rs 5,000,000,000/-) via the said Preference Share Issue.
- Launched the **eZ Pay service** in the month of August : **South Asia’s** first commercial mCommerce (Mobile Commerce) initiative, a revolutionary service that allows consumers to purchase goods, pay bills, transfer money and perform banking transactions via their mobile phones.

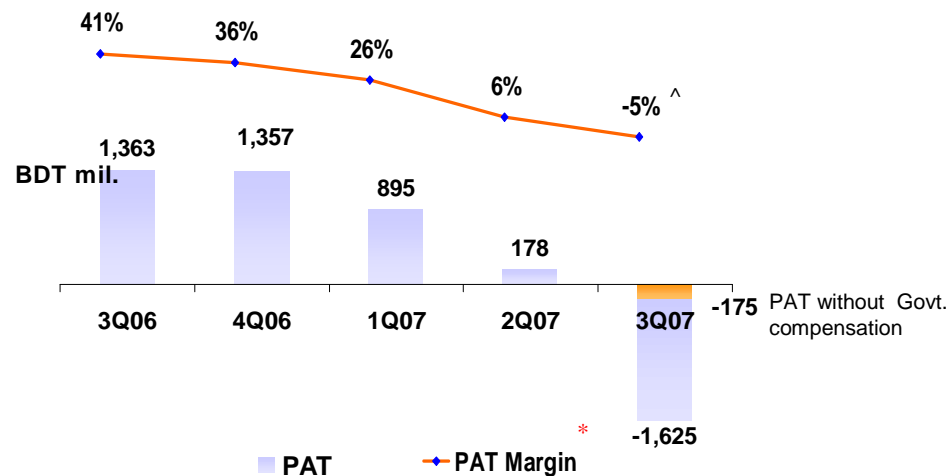
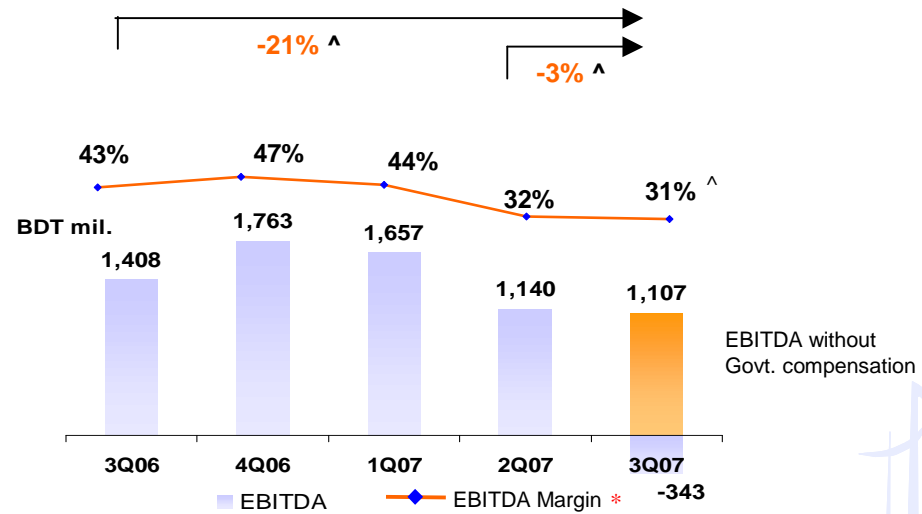
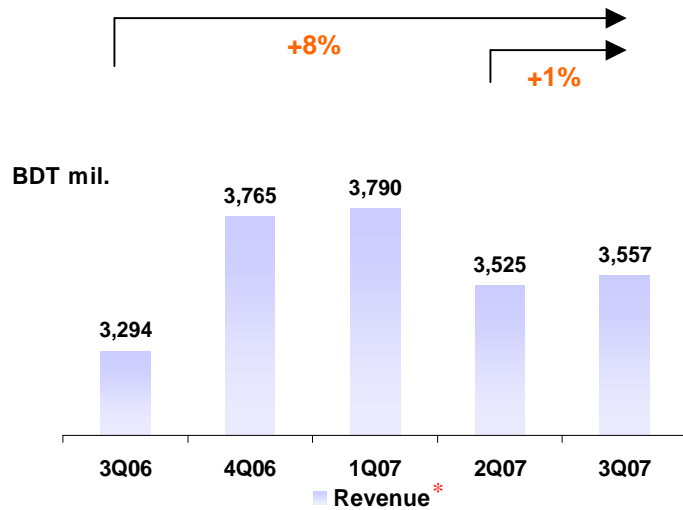


## Ensuring Sustainable Growth

- Increasing development pace of non-mobile operations.
- Maintaining preferred brand in mobile market share as the undisputed leader.
- Securing growth in international business by global and preferential partnerships.
- Stabilisation of operational efficiencies.
- Leveraging more growth from bundled and cross-sell offerings.

# TMIB - Financial Highlights

BDT100 : RM4.99



- Y on Y and Q on Q revenue increased by 8% and 1% respectively. Revenue net of interconnect is BDT3,170 million
- Y on Y customer base increased by 63% to 7 million.
- Significantly lower EBITDA mainly due to one-off Govt. compensation and customer acquisition costs (Sim Tax Subsidy).
- Lower Q on Q PAT due to increase in depreciation, amortisation, finance costs and forex loss.

\*Note: Figures are reported gross of interconnect in line with all the other companies effective this quarter.

^ Based on normalised 3Q 2007

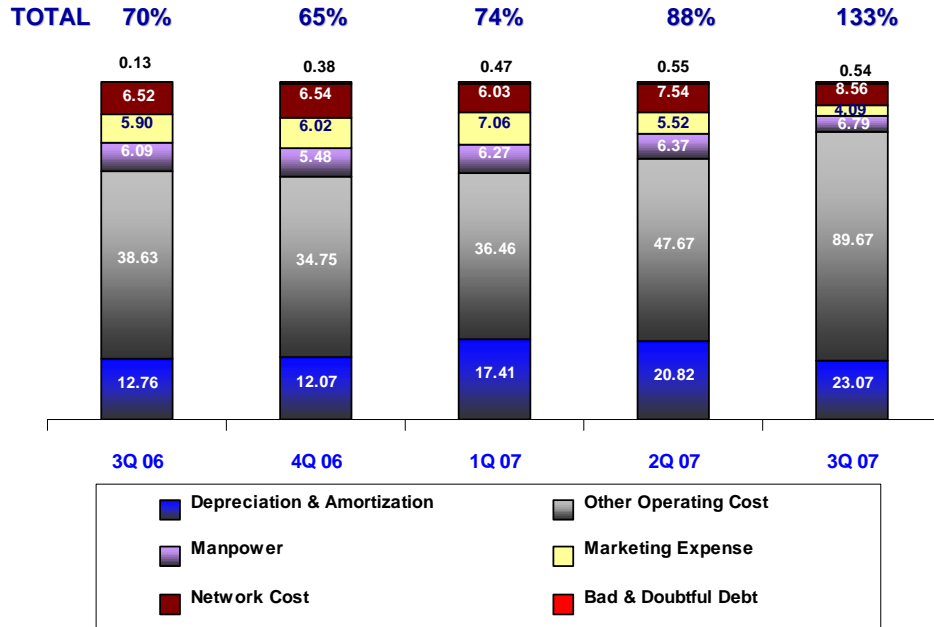


# TMIB - Financial Highlights

BDT100 : RM4.99



## Costs as % of Revenue\*



- Significantly higher cost as a % of revenue due to one-off Govt. compensation, increase in acquisition, depreciation and amortization.
- Excluding one-off Govt. compensation, % of other operating cost to revenue is at 48.9%.

## Balance Sheet

	As at 30 Sept 07	As at 31 Dec 06
	BDT mil	BDT mil
<b>Shareholders' Funds</b>	13,563	12,665
<b>Deferred &amp; Long Term Liabilities</b>	13,581	13,056
- Long Term Borrowings	13,554	11,434
	<u>27,144</u>	<u>25,721</u>
<b>Fixed Assets</b>	35,446	31,452
<b>Current Assets</b>	3,833	3,691
- Cash & Bank Balances	(741)	1,609
<b>Current Liabilities</b>	12,135	9,422
- Short Term Borrowings	2,378	2,616
	<u>27,144</u>	<u>25,721</u>

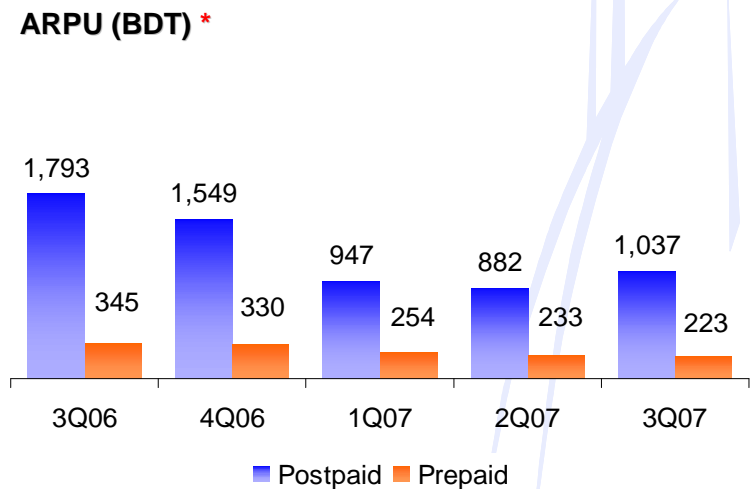
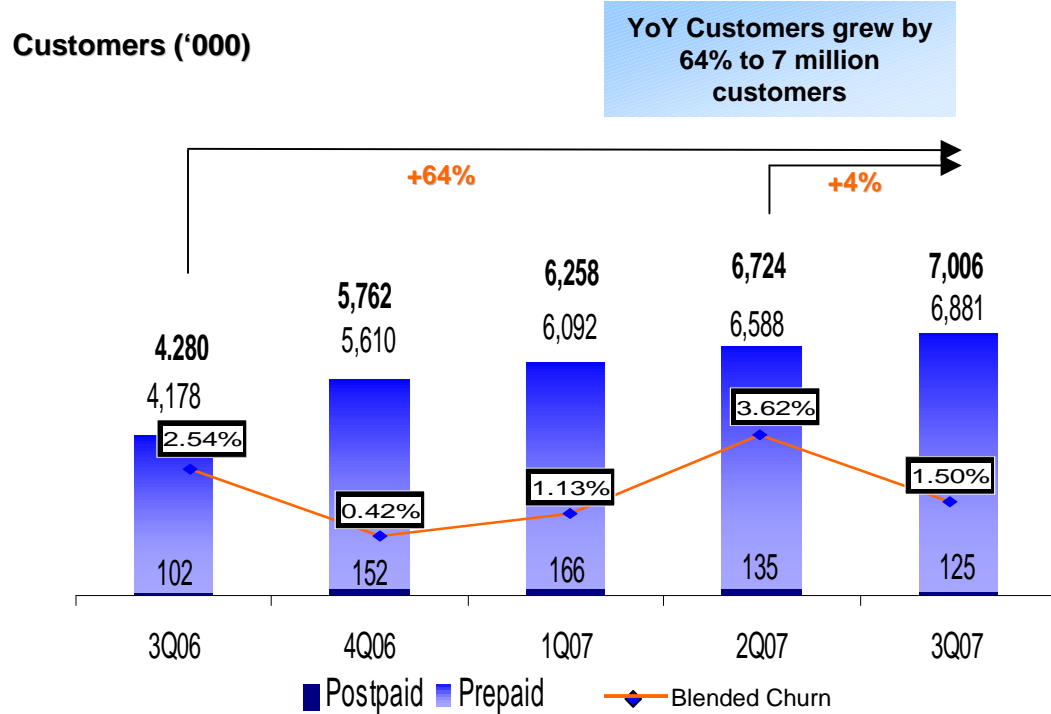
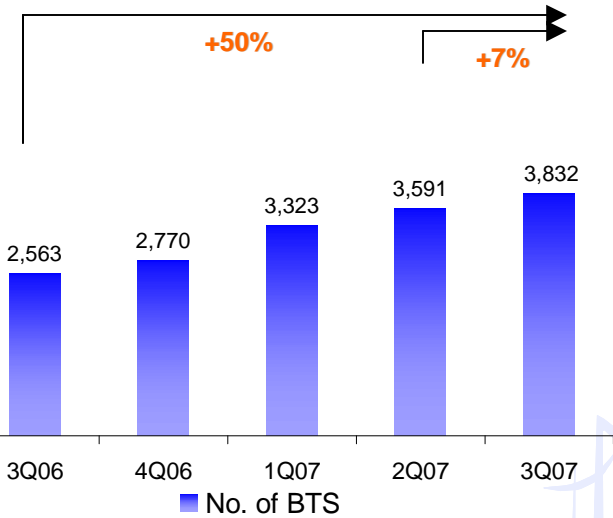
\*Note: Figures are reported gross of interconnect in line with all the other companies effective this quarter.

# TMIB - Operational Highlights

BDT100 : RM4.99



- Continuous commitment to improve capacity & coverage
- Effective churn management
- Prepaid ARPU decline due to stiffer competition
- Government policy and regulatory challenges



	3Q06	4Q06	1Q07	2Q07	3Q07
Prepaid	2.56	0.35	1.06	3.46	1.41
Postpaid	1.92	2.17	2.72	8.54	4.87

\*Note: Figures are reported gross of interconnect in line with all the other companies effective this quarter.

# Recent Key Initiatives & Developments

## **AKTEL Golden Call**

- Bonus airtime reward for prepaid recharge and staying active

## **AKTEL Balance transfer Service**

- AKTEL Balance transfer service for both Postpaid and Prepaid in transferring balance to any postpaid or prepaid account.

## **AKTEL Easy Load**

- Easy load is AKTEL's new electronic voucher distribution system that requires no PIN for any prepaid recharge or postpaid bill payment with a flexibility of TK. 10-10,000

## **Postpaid Uddokta Package Revision :**

- 1 second pulse; Lower on net tariff of TK. 1.15(exc VAT); More effortable minimum commitment of TK. 900(Exc VAT); Migration fee from Uddokta Trial reduced from Tk. 1200 to Tk. 300 (Inc VAT)

## Ensuring Sustainable Growth

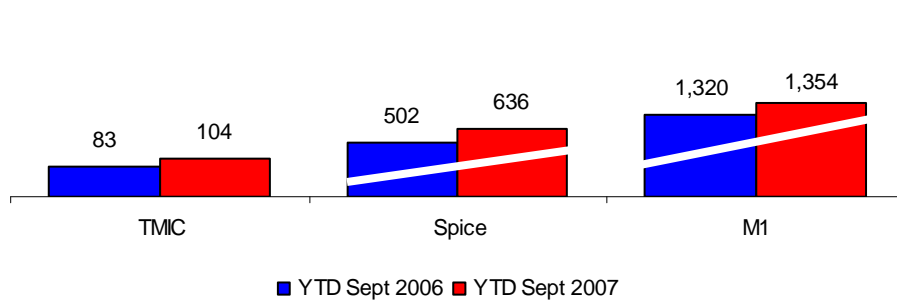
- Improving brand presence.
- Strengthening market reach by expansion of distribution channel.
- Increasing uptake from new Value Added Services (VAS).
- Maintaining penetration in high revenue potentials, such as post-paid and corporate segment.
- Managing cost optimisation.



# Other International Operations

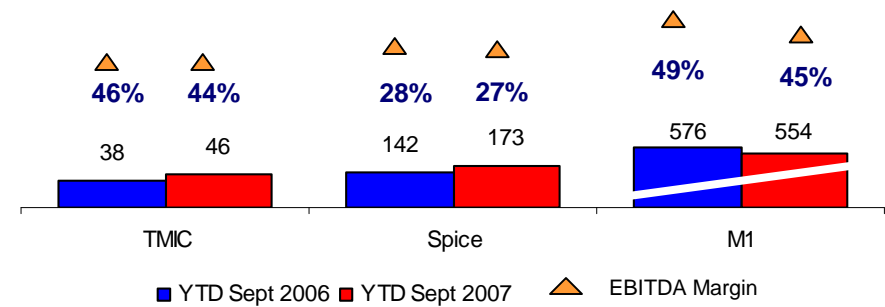
## Operating Revenue

RM Million



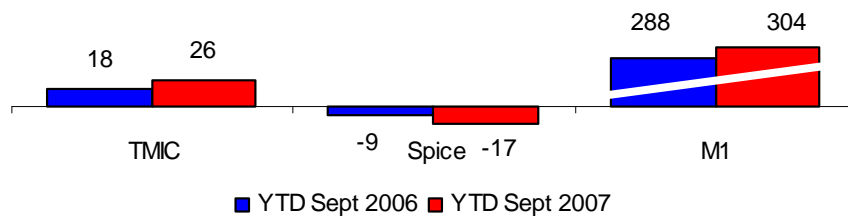
## EBITDA

RM Million



## PAT

RM Million



- Improved contribution from other international operations

Note : - Samart to announce 3Q 2007 results in mid-November  
 - Disposal of Telekom Networks Malawi Limited in April'07

# Agenda

Group Performance

Malaysia Business

Celcom

International Operations

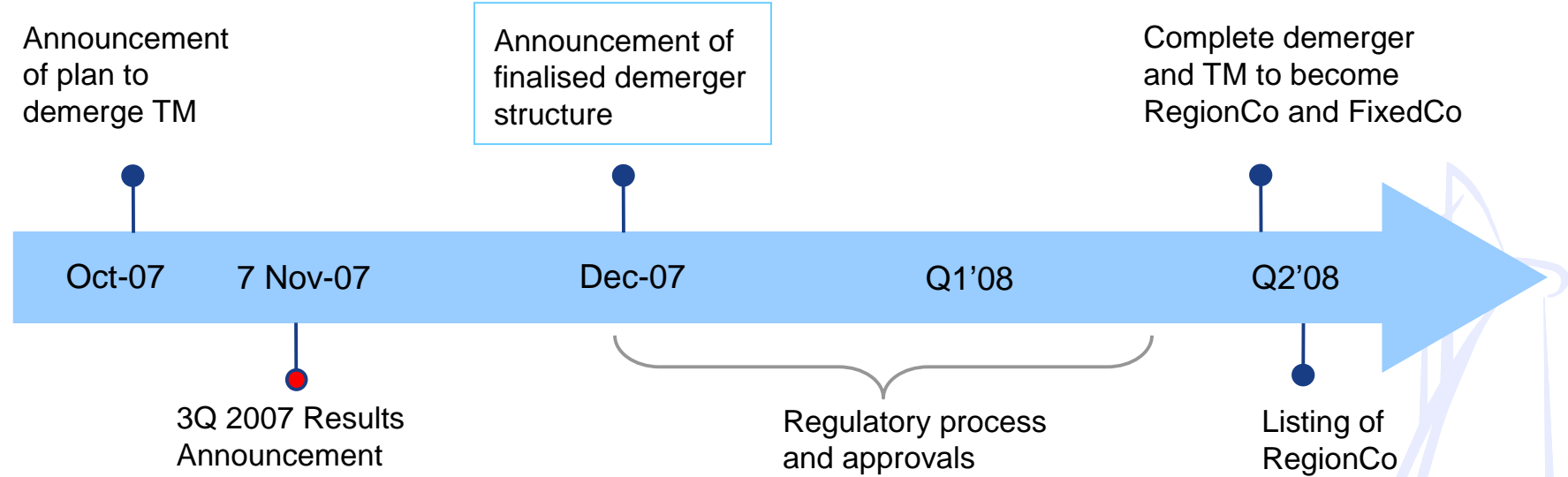
Outlook

# Outlook

- **Stabilisation of domestic operations continues**
  - Driving further growth in Broadband and data related services with continued sales stimulation on fixed voice
  - Positive momentum at Celcom to continue with greater push for mobile data and enterprise solutions
  - Remain focused on Performance Improvement Program
- **Growth in international operations**
  - Improvement Programs in place in challenged markets and focus on long term value creation and sustainability
  - Continued opportunistic approach in regional expansion with clear investment guidelines and strategy
- **De-merger execution on track**
  - Operations are business as usual with demerger progress on track
  - Final terms of Proposed Demerger expected to be announced in December 2007

# Demerger Progress on Track

## Timeline and key milestones



**Demerger Progress on track to achieve key milestones**



# Appendix



## Key non-recurring items in 3Q 2007 - EBITDA

<i>RM million</i>	<b>2Q 2007</b>	<b>3Q 2007</b>	<b>3Q 2006</b>	<b>YTD Sept 07</b>	<b>YTD Sept 06</b>
Actual EBITDA	1,979	1,838	1,877	5,855	5,497
Add: Fixed assets written off				33	
TMI - Govt compensation		95		95	-
Asset Impairment - Celcom		20		20	
VSSS		16	11	20	11
Less: Forex (gain) / loss	44	(17)		(63)	(182)
Gain on disposal of Wisma TM	-	-		(46)	
Gain on disposal of TNL, Malawi	(9)	-		(9)	
Gain on disposal of Dialog	(194)	(41)		(235)	
<b>Normalised EBITDA for the period</b>	<b>1,819</b>	<b>1,911</b>	<b>1,888</b>	<b>5,670</b>	<b>5,327</b>
Revenue	4,319	4,609	4,227	13,109	11,991
<b>Normalised EBITDA margin</b>	<b>42.1%</b>	<b>41.5%</b>	<b>44.7%</b>	<b>43.3%</b>	<b>44.4%</b>

## Key non-recurring items in 3Q 2007 - PATAMI

*RM million*

	2Q 2007	3Q 2007	3Q 2006	YTD Sept 07	YTD Sept 06
Actual Actual Profit After Tax & MI	701	659	479	1,955	1,478
Add: Fixed assets written off				33	
TMI - Govt compensation		64		66	
Asset Impairment - Celcom		20		20	
VSSS		12	8	14	8
XL's withholding tax on interest		72		72	
Less: Forex (gain) / loss	45	(26)		(69)	(148)
Gain on disposal of Wisma TM				(46)	
Gain on disposal of TNL, Malawi	(7)			(7)	
Gain on disposal of Dialog	(194)	(41)		(235)	
Gain on dilution of Spice	(18)	(54)		(71)	
Reversal of excess tax provision	(56)	(47)		(153)	
<b>Normalised Profit After Tax &amp; MI</b>	<b>471</b>	<b>662</b>	<b>487</b>	<b>1,579</b>	<b>1,338</b>



## Opening Up Possibilities



[www.tm.com.my](http://www.tm.com.my)